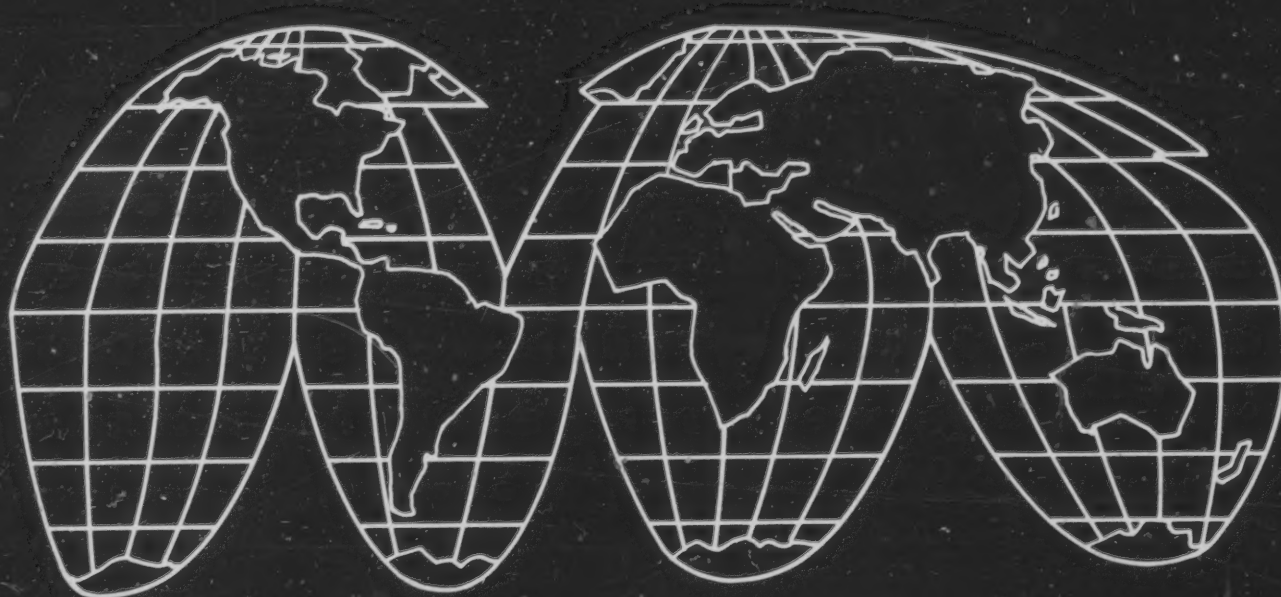


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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. Inasmuch as the ALA DIRECTORY serves the needs of all professionals associated with the industry's wide-ranging activities, we've attempted to include information reflective of the diversity of the market's many dimensions.

New this year is an alphabetical index to *all* listed military and government resale/support professionals. No longer need you scan entire listings to find the person you want.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow year-round.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation make this publication possible.

Finding What You Need

This year's ALA DIRECTORY is really 18 mini-directories bound into a one-stop, desk-top reference source. Here's what you'll find in each section:

1. *ALA Background*: a summary of ALA and its programs; lists officers, board, executive staff, committees and task force groups, and chapter presidents.
2. *Industry Members*: lists ALA member companies alphabetically by name with address, phone number, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.
3. *ALA Broker & Distributor Members*: separate alphabetical lists of brokers and distributors. Refer to "Industry Members" listing for full profiles.
4. *Index to Members*: alphabetically lists all ALA individual and "corporate" members. (Use this to find address/phone number for *anyone* listed in "Industry Members.") Gives ALA chapter affiliations.
5. *Congress*: separate lists of all key House and Senate committees and their respective chairmen. (An invaluable "legislative alert" resource.)
6. *AFCOMS*: lists all key HQ and complex personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
7. *AAFES*: lists all key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
8. *DLA*: lists all HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.
9. *DPSC*: lists all key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.
10. *Clubs & Recreation*: separate lists of all key HQ personnel. Gives addresses, phone numbers and buying procedures.
11. *NAVRESSO*: lists all key HQ and field personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.
12. *USATSA*: lists all key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
13. *Coast Guard (Resale Systems)*: lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.
14. *Coast Guard (Subsistence)*: lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.
15. *Marine Corps (Commissaries)*: lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
16. *Marine Corps (Exchanges)*: lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.
17. *VCS*: lists all key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.
18. *Index to Resale Professionals*: alphabetically lists *all* personnel in sections 6-17 above.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's extensive information resources. We are pleased to assist you.

Alan Goldstein

Alan Goldstein
Editor

INTRODUCING THE AMERIC

The American Logistics Association is a voluntary, non-profit trade organization comprised of manufacturers, manufacturers' representatives, distributors and other suppliers of products and services to the government, for resale in military commissaries, exchanges, clubs, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

CONVENTION & CONFERENCES.

ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year:

- To provide a forum for the open discussion of ideas;
- To promote the exchange of knowledge and experience among industry and military leaders;
- To develop meaningful and thought-provoking education programs;
- To identify industry trends; and
- To encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through an effective program of ALA training seminars at the regional level.

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military representatives from local commissaries, exchanges and clubs, and other military resale/troop subsistence functions. There they tackle mutual business problems within an atmosphere of learning and cooperation.

The seminars offer insights into the systems and strategies of doing business with government and military agencies.

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, provide information papers based on industry expertise to assist the services in developing future policies and programs.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS.

With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints.

This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

ALA has been actively involved in legislative action for many years. Its input is a respected and expected part of much of the legislation introduced and studied in Congress and, in many cases, eventually made into law.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade associations from industries affected by certain issues plus the military associations sharing ALA's stand.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committeemen.

AN LOGISTICS ASSOCIATION

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

PUBLICATIONS. The most vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information. ALA is proud of the quality of its educational communications materials, a major role in the continuing flow of information on new government/military policies, exchange and commissary system funding, and new techniques and concepts in military resale/distribution marketing.

Interservice is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches more than 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from metrics in grocery packaging to ethnic health and beauty aids marketing to improving club food service operations. *Executive Briefing* is the ALA newsletter that concisely sums up *issues* of interest to the membership, presenting the

facts in an easy-to-read format.

Members look forward to receiving their "*EB*" to start their military marketing week off on the right foot. *Interchange* is a newsy, picture-packed flyer on *people* and *events* in this unique industry. The *Worldwide Directory & Fact Book* has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source. Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the area chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe and the Pacific Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level, to be heard in the national ALA forum,

chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. See page 11 for a complete list of ALA chapters and their respective chapter presidents.

OTHER SERVICES & PROGRAMS. The ALA Patron Awareness Program is an ongoing ALA effort to bolster awareness of the value of commissaries, exchanges and other resale outlets, aimed at the "Patron" (military family), the public, Congress and others. ALA's Annual Report provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. ALA Legislative Reports provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. Chapter Guidelines are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. Awards Program. To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. Public Relations has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.



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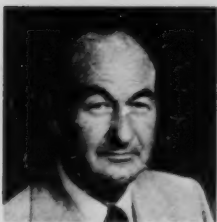
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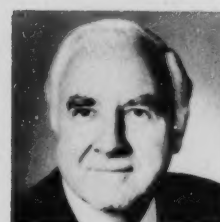
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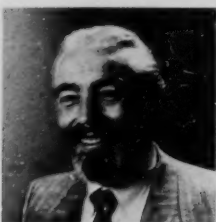
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*Terms of office for several members of the 1983-84 Board of Directors expire on October 31, 1984. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1984-85 Board Directors will be announced.



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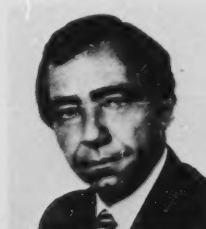
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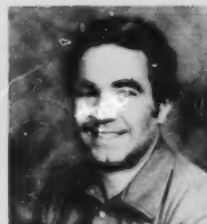
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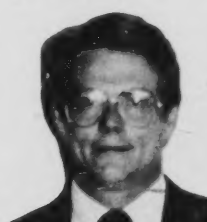
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(Continued at page 15)

We designed our Space Management Program from your patrons' point of view.



What ready-to-eat cereal shelf plan best motivates your patron? We put that question to the test. What we found is a way to maximize your cereal sales and minimize your out-of-stocks.

In multiple shelf plan tests, we learned that certain shelf plans consistently outperformed others. Now we've got those plans and are ready to help you implement them in your store.

SB 10-500-121

Call your Kellogg sales representative today for the facts. And for a look at the plan that could help you serve your patrons better. It's our way of answering your needs.

Kellogg's

ANSWERING YOUR NEEDS.

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ALA COMMITTEES & TASK FORCES

Electronic Data Interchange Task Force (continued)

Joseph Imhof
Defense Personnel Support Center

Gene Jackson
Navy Resale and Services Support
Office

Jerry Jared
Military Distributors of VA, Inc.

Tom Joyner
The Monette Corporation

Hai Juckett
Uniform Product Code Council, Inc.

Charles Kosy
General Foods, Inc.

Joseph Lange
Navy Resale and Services Support
Office

David Ledvina
American Greetings Corporation

John Mawhinney
Defense Personnel Support Center

Burt Millard
Proctor & Gamble Distributing
Company

Alan Monette
The Monette Corporation

Jim Muenze
Kraft Inc.

Gertrude Myers
Air Force Commissary Service

Bob Parsons
Defense Logistics Agency

John Payne
Military Distributors of VA, Inc.

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Army and Air Force Exchange
Service

Ken Santoro
Defense Personnel Support Center

Mike Schottenbauer
U.S. Army Troop Support Agency

A. Kolbet Schrichte
American Logistics Association

Dick Schulte
American Greetings Corporation

Raymond Shea
Army and Air Force Exchange
Service

Ed White
R. J. Reynolds Tobacco Co.

Harold White, Jr.
Air Force Commissary Service

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Army and Air Force Exchange
Service

Chalmer Wren
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Office

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Army and Air Force Exchange
Service

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Military Distributors of VA, Inc.

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Air Force Commissary Service

Willard Peat
U.S. Army Troop Support Agency

Ed T. Pickett
Navy Resale and Services Support
Office

Sam Pitts
Marine Corps Exchange Service

Tubby Seawell
Nabisco Brands

Position Vacant
U.S. Marine Corps Commissaries

Military Resale Public Affairs Representatives

Ann L. Allen
Director of Communications
American Logistics Association

Florence I. Dunn
Director of Public Affairs
U.S. Army Troop Support Agency

Col. Robert E. Finkel, USAF
Director of Public Affairs
Army and Air Force Exchange
Service

Alan Goldstein
Editor
American Logistics Association

Harvey H. Inouye
Director of Public Affairs
Air Force Commissary Service

Frank I. Johnson, Jr.
Director of Public Affairs
Defense Personnel Support Center

Current as of September 30, 1984.



ALA

**Helping to Preserve
the Military Resale System**

ahead of our time...



at FLS – The Future Is Now!

Providing our Principals and the market with...

- A consumer-oriented marketing team
- The most comprehensive broker training program in the grocery industry
- Daily store level merchandising support
- State of the art in-store reporting systems
- Results oriented sales force
- A 100% increase in our domestic field sales force since November 1982



François L. Schwarz, Inc.

5505 Gray Street • Tampa • Florida 33609

Phone: (813) 879-8013

New York Office: 500 Fifth Avenue, New York, N.Y. 10110

ALA INDUSTRY MEMBERS

How to use this listing: This membership listing provides a complete roster of all American Logistics Association Industry Members and up to four individuals, the maximum allowable, designated by each company as their "corporate umbrella" members. The listing is current as of August 17, 1984.

Since "corporate umbrella" members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the **Index to ALA Members**, pages 51-137, where these and all other categories of ALA's membership are alphabetically listed. The **Index to ALA Members** will also indicate individuals' ALA Chapter affiliations, where applicable.

This Industry Members listing also indicates DLA-assigned Supply Bulletin Contract numbers in the 10-500 and 10-600 series for ALA member manufacturers and suppliers, where applicable. The numbers are shown as either "SB 10-500-000" or "SB 10-600-000", with the last three digits being the supplier's assigned brand name contract number. Provided also is a brief description of the products, services and special capabilities of ALA Industry Members serving military and government resale and troop subsistence activities worldwide.

The Voting Member for each company holding current ALA membership is shown in italics.

Need Help? The American Logistics Association will be happy to answer your questions about current membership information. Contact the ALA at (202) 466-2520 or write to us at 1133 Fifteenth Street, N.W./Suite 500, Washington, D.C. 20005.

A

A & W BEVERAGES, INC.
244 Westchester Avenue
White Plains, NY 10604
(914) 683-5890

Richard Libonate
Lou Lowenkron

Gil Thomas
Bill Whitner
Distributor of A & W Root Beer and Sugar Free A & W Root Beer to military commissaries and exchanges worldwide.

GEORGE E. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531

Allen Abbott
Richard Pettit
William Reed
Harold Whitaker
Manufacturer's representatives for U.S. military commissaries and exchanges on a worldwide basis for a limited number of nationally known brand name manufacturers.

SY ABZUG & CO.
P.O. Box 1768
Rockville, MD 20850
(301) 983-0090

Sy Abzug
Peter Abzug
Richard Nakielnny
Military Broker for perishable and non-perishable foods in military commissaries and exchanges worldwide.

ACOUSTIC RESEARCH
10 American Drive
Norwood, MA 02062
(617) 769-4200

Dan McGrath
Manufacturer of Hi-Fi loudspeakers, auto speakers, turntables and stereo remote control.

ADMIRAL EXCHANGE COMPANY, INC.
1443 Union Street
P.O. Box 81507
San Diego, CA 92138
(619) 239-2165

Dean L. Edwards
Manufacturer's representative for diversified lines: household perishable/non-perishable products for resale in exchanges in Alaska, Western U.S., Hawaii, Far East, and Pacific Fleet ships afloat.

ADOLPH COORS COMPANY

National Accounts-Military
15165 W. 44th Avenue
Mail #808
Golden, CO 80401
(303) 277-3647

Martin Slattery

Ronald C. George

Rob Takakawa

Manufacturer of Coors, Coors Light, Herman Josephs, George Kilian's for sale to military clubs, package stores and exchanges in a 32 state area.

AFN TV-GUIDE

199 Darmstaedter Landstrasse
199
D-6000 Frankfurt/Main 70
West Germany
Tel: 069/681010

Mary-Michaele Brooks

Robert E. Beltz

Tony Moore

Alan Wingerter

Publish AFN TV-Guide entertainment magazine for American and Canadian Forces in Europe. Published monthly in Germany, Berlin, Italy, Benelux, U.K. BPA-audited circulation: 170,000 copies.

AGS FOODS, INC.

P.O. Box 87
Calimesa, CA 92320
(714) 795-4061

Pat Amistadi

Martha Amistadi

Wendell Duke

Roy Simpson

Specializing in Delicatessen programs offering all aspects of management personnel and the know-how to run a full service delicatessen.

AIRWAY INDUSTRIES, INC.

Airway Park
Ellwood City, PA 16177
(412) 752-0012

R. A. Rubeis

William Wilhoit

Manufacturer of luggage, brief cases, attaches and business cases.

AIRWICK CONSUMER PRODUCTS DIVISION

Airwick Industries, Inc.
380 North Street
Teterboro, NJ 07608
(201) 933-8200

Alfred Wengert

A. D'Imperio

Manufacturer of high quality air fresheners, rug and room deodorizers, rug and upholstery cleaners, scouring products, and a drain opener.
SB 10-500-170

AKM DISTRIBUTING COMPANY

10790 N. Stemmons Freeway
P.O. Box 20762
Dallas, TX 75220
(214) 350-7814
(800) 527-5125

Ken McLellan

Norma Brewer

Manufacturers of health and beauty aids, vitamins, nutritional supplements and various HBA products. Manufacturers of Hill Country Naturals.
SB 10-500-471

ALLERGAN PHARMACEUTICALS, INC.

2525 Dupont Drive
Irvine, CA 92713
(714) 752-4500

Dave Saylor

Rod Leird

Jim Robinson

Gary Wertz

World leader in hard and soft contact lens products and eye care needs. Also available are skin care products, sunscreens, shampoos and moisturizers.
SB 10-500-634

ALPAC CORPORATION

Pepsi-Cola/7-Up Bottling Company of Honolulu
815 Waiakamilo
Honolulu, HI 96817
(808) 848-1777

Carl G. Behnke

Howard Garland

Wade Reece

Charlie Schmucker

Manufacturers and distributors of national brand soft drinks. Pepsi family, 7-Up, Crush flavors, Mug Root Beer, Canada Dry, Hawaiian Punch, Alaska, Seattle, Hawaii, Western Pacific.

ALPO PET FOODS, INC.

P.O. Box 2187
Allentown, PA 18001
(215) 395-3301

Jerry Carlo

Bob Beckwith

Franklin Krum

Linde Roth

Manufacturers of ALPO and ALAMO DRY dog food, and LIVA-SNAPS treats for dogs, made available for resale in commissaries and exchanges worldwide.
SB 10-500-112

See page 39 for an up-to-the-minute listing of the latest new ALA members.

AMERICAN BELL

1225 Jefferson Davis Hwy.
Arlington, VA 22202
(703) 553-7734

Wendy Walters

Mike Bartley

Russell Bass

Ken Shelton

AMERICAN CYANAMID
Military Consumer Products Group

One Cyanamid Plaza
Wayne, NJ 07470
(201) 831-4511

James N. Anagnost

Anthony Giantomas

L. A. McFadden

J. Fred Pace

Representing Shulton men's and women's fragrances and toiletries. Jacqueline Cochran men's and women's fine fragrances. Household Products: Pine-Sol All Purpose Liquid Cleaner. Lederle Laboratories-Vitamins.

SB 10-500-465

AMERICAN GREETINGS
CORPORATION

10500 American Road
Cleveland, OH 44136
(216) 252-7300

Richard Schulte

John Gorda

Howard Kessler

Ron Sosenko

AMERICAN PACIFIC TRANSPORT
COMPANY

2635 Waiwai Loop
Honolulu, HI 96819
(808) 836-1151

Robert E. Lewis

Miriam Z. Fernandez

Darcie L. Lewis

Harry K. Yamada

AMERICAN SAFETY RAZOR CO.

P.O. Box 500
Staunton, VA 24401
(703) 248-8000

Paul D. Flores

William Robbins

Blade Division: Personna, Gem, Flicker, Shower Shaver, Everready, PFB, Speakeasy. Confectionery Division: Schraff's, Bartons, Pangburns.

SB 10-500-587

AMERICAN TOBACCO COMPANY

245 Park Avenue
New York, NY 10167
(212) 880-4200

C. E. "Speck" Henderson

C. H. Mullen

A. J. Sosa

J. H. Wells

Manufacturers of tobacco products: cigarettes, cigars and smoking tobacco.

SB 10-500-006

AMERICAN VITAMIN COMPANY

Box 4000
Carlsbad, CA 92008
(619) 438-4500

Max Leichtag

David Jannsen

A division of M.D. Pharmaceutical; third largest privately owned generic drug manufacturer in the U.S. Manufactures vitamins as prescription drugs.

SB 10-500-499

ANDREWS/MAUTNER, INC.

324 E. Wisconsin Ave.
Milwaukee, WI 53202
(414) 272-4482

Norman W. Mautner

Bette Allen

Christopher Vernon

ANHEUSER-BUSCH, INC.

One Busch Place
St. Louis, MO 63118-1852
(314) 577-2000

Thomas L. Moore

Thomas Doherty

Terry McAuley

Gary Sparber

Providing the finest quality brews supported by the most extensive advertising program in the industry: Budweiser, Michelob, Busch, Bud Light, Michelob Light, Natural Light and LA.

ANSTAR-SALES & MARKETING
SERVICES

8655 E. Via de Ventura, F217
Scottsdale, AZ 85258
(602) 991-7564

Dennis K. Stewart

William D. Anderson

Offering full marketing and sales management services to those manufacturers interested in developing their military resale market. Total management or customized services are available.

ARMED FORCES MARKETING
COUNCIL

1750 New York Avenue N.W.,
#340
Washington, D.C. 20006
(202) 783-8228

George R. Rowan

Rita S. Walters

A league of business firms supplying brand name consumer products to the military resale systems.

ARMOR ALL PRODUCTS

P.O. Box 19039
17755 Sky Park East
Irvine, CA 92713
(714) 549-2200
(800) 854-3685

Andrew Lynn

ARMOR ALL PROTECTANT-protects/beautifies rubber, leather, vinyl, plastic, wood-all polymer surfaces. ARMOR ALL CLEANER-multi-purpose, non-corrosive.

SB 10-500-324

ARMOUR-DIAL COMPANY

111 West Clarendon Avenue
Phoenix, AZ 85077
(602) 248-5159

Pat Irwin

Allen R. Debolt

John H. Fenimore

Manufacturer of DIAL, TONE and LIQUA-4 soaps.

DIAL toiletries, PARSONS ammonia, and ARMOUR canned meats, made available for resale in commissaries and exchanges worldwide.

SB 10-500-020

See page 39 for an up-to-the-minute listing of the latest new ALA members.

ARMOUR FOOD COMPANY

Greyhound Tower #1008
Phoenix, AZ 85077
(602) 248-5246

William Keenan

Robert Dobbins

Roy L. Klutiz

Shirley Sarracino

Leading processor of ARMOUR STAR-GOLDEN STAR products: hot dogs, bacon, canned hams, processed hams, dry sausage, cheeses and others for commissaries/exchanges/clubs worldwide.

SB 10-500-107

SB 10-500-818

ARMY TIMES PUBLISHING CO.
A Division of the Times
Journal Company

Springfield, VA 22159
(703) 750-2000

Vince Santoro

Kirk Brown

S. C. Parojinog

Nancy Tucker

Publishes Army Times, Navy Times & Air Force Times, weekly consumer newspapers, plus The Times Magazine monthly supplement. Also publishes Military Market Magazine, a trade publication for commissary and exchange resale executives. Phone MM: (703) 750-8676.

ARTEX MANUFACTURING
COMPANY, INC.

7600 Wedd
Freeway Industrial Park
Overland Park, KS 66204
(913) 631-4040

Ron J. Couey

Dave Hausen

Al Krasno

Prime source suppliers/manufacturers of custom designed imprinted action wear jerseys, t-shirts, jackets, caps and fleecewear for adults and children. Catalogs are free.

ASSOCIATED BRANDS
INTERNATIONAL INC.

G.P.O. Box 13442
Causeway Bay
Hong Kong
Tel: Hong Kong 875631

William P. Hirsch

We are manufacturers' representatives for USA & Foreign merchandise to the U.S. Forces-Far East. Lines include Foodstuffs, Wines & Spirits, Club Supplies & Equipment.

ASSOCIATED GROCERS OF
COLORADO

1983 Tower Road
Aurora, CO 80011-5109
(303) 367-7013

W. E. Pascoe

Larry Hart

Vern Nelms

Distributors to the military commissaries and exchanges of the following: Grocery, Health & Beauty Aids, Non-Foods, Dairy, Produce, Frozen Items and Meat.

AT & T

4th Floor
1120 20th Street, N.W.
Washington, D.C. 20036
(202) 457-3787

Barbara Koehnlein

Gary D. Holcomb

Christian F. Kiene

Diana Sibley

Markets such services as Message Telecommunications Service, Dataphone Digital Service, Wide Area Telecommunications Services, 800 Toll-Free Service, and value-added applications such as Teleconferencing, Telemarketing, Telepromotions and Teletraining.

AUDIOVOX CORPORATION

185 New Boston Street
Woburn, MA 01801-6526
(617) 935-8550

Ralph J. Etna

Paul LeBlanc

Serving all military sectors as a manufacturer and distributor of automotive sound systems as well as both corded and portable telephones.

AZAR NUT COMPANY

6975 Commerce Avenue
El Paso, TX 79915
(915) 779-1212

Bob F. Scott

Phil Azar

Bill Drees

Dick Ross

Manufacturer—full line nut company—cans, jars, laydown and pegboard.

B

PAUL BAKER, INC.

8633 Lee Highway
Fairfax, VA 22031
(703) 560-1687

Iver J. Olsen

A snack food distributor serving commissaries in the Washington, DC metropolitan area. Store-door delivery of potato chips, pretzels, corn products, nuts and related items.

BANQUET FOODS CORPORATION

One Banquet Place
P.O. Box 70
Ballwin, MO 63001
(314) 957-4000

Donald Granneman

Joyce Midgett

Becky Walter

SB 10-500-577

BARNES-HIND/HYDROCURVE

895 Kifer Road
Sunnyvale, CA 94086
(408) 736-5462

Steve Barnett

Leader in hard and soft contact lens solutions. The only company offering Thermal, Chemical and Thimerosal-free soft lens care systems. Solutions or lenses from one company.
SB 10-500-410

BASIC AMERICAN FOODS

550 Kearny Street
Suite 1000
San Francisco, CA 94108
(800) 227-4050

Anna J. Lloyd

Ken Wrightson

Basic American Foods is the world's largest dehydrated potato, onion and garlic processor. Quality and service is our mission. Call our Bid/Sales department toll free (800) 227-4050 for more information.

LEWIS BEAR COMPANY

4150 West Blount Street
P.O. Box 17209
Pensacola, FL 32522
(904) 438-9651

Burton R. Canaday

Robert K. Boyle

C. W. Carlisle

Ken Ward

Military distribution and sales representing over 170 major manufacturers and food processors specializing in dry groceries, meats, refrigerated foods, frozen foods, beverages and general merchandise. Three Distribution Centers: Pensacola Division, Tasty Distributing Division and M. O. Carroll Division.

BEATRICE FOODS GROCERY

PRODUCT DIVISION

2327 Wycliff Street
St. Paul, MN 55114
(612) 645-0635

Orlin Vandeventer

We manufacture Fisher Nut (all types of nuts), Sanna (Swiss Miss), Lowrey's (Beef Jerky), Aunt Nellie's (canning company), Martha White (baking mixes), Byrons (barbecue products) and Bonkers (cat treats).

SB 10-500-048

BEECHAM PRODUCTS DIVISION OF

BEECHAM, INC.

600 North Bell Avenue
Suite 220
Carnegie, PA 15106-1899
(412) 279-5121

John Z. Wilson

Robert M. Lancaster

Manufactures HABA/household products: toothpastes, feminine hygiene products, throat and cough lozenges, men's hairdressings, bath products, dryer softeners, dishwasher compound and water softeners.

SB 10-500-446

BEECH-NUT NUTRITION CORP.

P.O. Box 127
Fort Washington, PA 19034
(215) 628-9900

Al Nelson

Howard Pratt

John Reardon

Manufacturers of a complete line of nutritional infant feeding products.

SB 10-500-290

BENDE & SONS, INC.

180 Autumn Street
Passaic, NJ 07055
(201) 777-8700
(TLX) TWX No. 710-989-7063
BENDECLIF

A. Bende

M. Bende

Manufacturers of uniform insignia and uniform accessories. All types of products worn on or with the uniforms.

BEST FOODS U.S.

A Unit of Best Foods North America

International Plaza, Box 8000
Englewood Cliffs, NJ 07632

Robert L. Riebow

(201) 894-2573

Best Foods, a Unit of CPC International Inc., processor of grocery and institutional food and household products in worldwide distribution.

SB 10-500-011

BEVERAGES, FOODS AND SERVICE INDUSTRIES, INC.

Subsidiary of PepsiCo, Inc.

5310 Harvest Hill Road
Suite 255, Box 137
Dallas, TX 75230
(214) 934-1008

John Meckler

Rene T. Junco

Manufacturers and distributors of canned PEPSI COLA, DIET PEPSI, MOUNTAIN DEW, PEPSI FREE AND SUGAR FREE PEPSI FREE for resale in all overseas military exchanges and commissaries.

SB 10-600-047

BIRTCHELD DAIRY, INC.

1600 Monticello Avenue
Norfolk, VA 23501
(804) 622-6501

Gordon Ward

Eugene Dillon

Joseph Hughes

William Reese

Process/distribute full line of dairy products for commissary resale and general mess fulfillment. Serving military in North Carolina and Virginia for 35 years.

BISEK & COMPANY, INC.

P.O. Box 5387
Virginia Beach, VA 23455
(804) 460-0968

Walter Bisek

Craig Bisek

Manufacturer's representative of food and household products for resale in military commissaries and exchanges worldwide.

BLACK & DECKER (U.S.), INC.

701 East Joppa Road
Towson, MD 21204
(301) 828-2831

Richard J. MacDonald

Billy Dean Davis

Allan Lai

Doris R. Thompson

Manufacturer of power tools for resale to military commissaries and exchanges.

BLOCK DRUG COMPANY

257 Cornelison Avenue
Jersey City, NJ 07302
(201) 434-3000

Don A. Bennett

Peter Mann

G. A. McMullen

John Perry

Manufacturers of Health and Beauty Aids, Denture Cleaners, Adhesives and various HBA products. Household products: 2000 Flushes Automatic Toilet Bowl Cleanser and TNT Insecticides.

SB 10-500-235

BLUEBIRD DISTRIBUTING, CO.

1554A Juliesse Avenue
Sacramento, CA 95815
(916) 920-4642

Gordon "Rex" Rechcygl

Distributor of food products: McCormick Shilling, Sunshine Biscuits, Shasta Beverages, Presto Bags, Revlon Hair Care, etc. to military commissaries and exchanges in the U.S.

BLUE STAR FOODS

1023 Fourth Street
Council Bluffs, IA 51501
(712) 322-0203

Frank A. Bianco

William Henry

Thomas Horran

William Kaplan

Manufacturer of Frozen Foods, Entrees, Dining Lite and Morton House and Generic Canned Foods. Largest private label company in the country.

SB 10-500-243

BOB'S DISTRIBUTING CO., INC.

355-East 76th Avenue
Anchorage, AK 99502
(907) 344-0622

Stanley Thomson

James Baumann

Frito Lay Potato Chip distributors to military commissaries and exchanges for the state of Alaska.

BORDEN, INC.

180 East Broad Street
Columbus, OH 43215
(614) 225-4897

Albert Vogler
Frank Forrestal
John Goulding
Don Preston

Offers refrigerated cheeses, grocery, confection and related products for resale in military commissaries and exchanges worldwide.

SB 10-500-128
SB 10-500-455

BOSE CORPORATION

100 The Mountain Road
Framingham, MA 01701
(617) 879-7330

Ronald Haverkamp
George Jenkins
Jerry Pine

Manufacturer of Bose Direct Reflecting Loud Speakers for homes, cars and professional sound reinforcement equipment, supported by a worldwide military factory sales-service organization.

BOUDREAUX DISTRIBUTING COMPANY

220 North 47th Avenue
Phoenix, AZ 85043
(602) 269-5786

Pat Boudreaux

Full service military distributor to the military resale market for 10 years in Arizona; handle complete lines of dry, frozen and chilled products.

BROWN & WILLIAMSON
INTERNATIONAL TOBACCO

P.O. Box 35090
Louisville, KY 40232
(502) 568-7000

J. R. Anders
Clark Montgomery
B. R. O'Hare

Al Rozek
Manufacturer of tobacco products to U.S. Armed Forces Worldwide.

SB 10-500-057

BROWN-FORMAN INTERNATIONAL, LTD.

P.O. Box 1080
Louisville, KY 40201-1080
(502) 585-1100

Karl E. Haehn
Julius Roso

CARL BUDDIG AND COMPANY

11914 South Peoria Street
Chicago, IL 60643
(312) 468-0900

Thomas R. Buddig
Al Pieschel

Barbara Rapchak

Nation's leading manufacturer of smoked sliced meats: Beef, Ham, Turkey, Chicken, Pastrami & Corned Beef, 2½ oz., 4 oz. available. Old Wisconsin Sausage & Fat Freddie snacks.

BUDD STEELE COMPANY

2320 South Third Street
Jacksonville Beach, FL 32250
(904) 246-8211

Burton Budd Steele

Manufacturers' Representative for uniform shirts and trousers; vitamins and other miscellaneous items for resale in Military Exchanges in Southeast U.S.

BUNDY VITAMIN COMPANY, INC.

33081 Camino Capistrano
San Juan Capistrano, CA 92675
(714) 493-0116

Gordon D. Bundy

Michael R. White

Complete line of vitamins and dietary supplements sold for past 11 years to commissaries and exchanges thru worldwide network of brokers and distributors.

SB 10-500-570

BURKE DISTRIBUTING CO., INC.

P.O. Box 98748
Tacoma, WA 98498
(206) 922-2992

Kelly Burke

Kevin Burke

A full service military distributor for dry/perishable/frozen foods to commissaries and exchanges in the Pacific Northwest and Alaska. Includes Idaho, Utah, Montana, Washington and Alaska.

BUTCHER BOY FOOD PRODUCTS, INC.

P.O. Box 22639
Long Beach, CA 90801
(213) 436-0043

Dean Finnegan

Elissa Blair

Manufacturer of frozen Mexican products, including burritos, enchiladas, tamales and tortillas for resale in military commissaries and exchanges worldwide.

SB 10-500-072

C
C & S WHOLESALE GROCERS

Ferry Road
Brattleboro, VT 05301
(802) 257-4371

Lester Cohen

Don Dilg

Kathleen Halvey

Wholesale distribution for some 50 companies, specialists in delivery of groceries, dairy and frozen foods to all military installations in the Northeast Region.

CALDWELL/REINGOLD GROUP, INC.

310 Madison Avenue
New York, NY 10017
(212) 953-1675

Harry Reingold

Gerri Polcari

A full service advertising agency with a particular specialty in the military market. Current accounts include Lever Brothers, Borden Foods.

CALIFORNIA ALMOND GROWERS

1802 C Street
Sacramento, CA 95814
(916) 446-8544

Joanne Miller

Charles Harrison

The largest almond processing plant in the world with over 5000 growers. We are under the Blue Diamond label selling Almonds, Pistachios, Macadamias and Hazel Nuts.

CALIFORNIA & WASHINGTON CO.

1575 Old Bayshore Highway
Burlingame, CA 94010
(415) 692-4520

Hermann Lehmann

The preferred brand of deluxe frozen vegetables, fruits, and juices; offering products of unsurpassed quality from the fields of California and the Pacific Northwest. C & W, The Hallmark of Handpicked Quality.

SB 10-500-287

CALIFORNIA MILITARY DISTRIBUTORS, INC.

2929 Kansas Avenue
Riverside, CA 92507
(714) 781-1092

William I. Pope

Jose David Cruz, Jr.

Tom Daniels

Ness Escano

Full service military distributors specializing in dry, chill, and frozen products covering all bases in Southern California and Southern Nevada.

CALIFORNIA PACIFIC ASSOCIATES

2131 19th Avenue
San Francisco, CA 94116
(415) 665-2650

Jack F. Pearse

James C. Cooper

Leonard A. DeCola

Bill Fox

Commercial exporters and distributors of various food products to Navy exchanges, military commissaries and military resale activities in the Pacific.

SB 10-600-038

CAMPBELL SOUP COMPANY

Campbell Place
Camden, NJ 08101
(609) 342-3641

John C. Shimer

Charles D. Edgerton

John J. Hilbe

Earl J. Rehmann

Manufacturer of food products: soups, beans, canned pasta, vegetables, juices, canned meats, spaghetti sauces, frozen dinners, pies, entrees and dessert items to military commissaries and exchanges.

SB 10-500-009

SB 10-500-097

CANADA DRY CORPORATION

100 Park Avenue
New York, NY 10017
(212) 953-5995

Ed Leinweaver

Francis I. Mullin III

Featuring a complete line of first quality carbonated soft drinks and mixers: Ginger Ale, Sugar Free Ginger Ale, Club Soda, Seltzer-Salt Free Sparkling Water, Tonic Water, Barrelhead Root Beer and Flavors.

SB 10-600-040

CANON U.S.A., INC.

1 Canon Plaza
Lake Success, NY 11042
(516) 488-6700

Ken Mori

Distributor of photo products, video products and business machines for resale in military exchanges in the U.S.

CAPTAIN KEN'S FIREHOUSE BEANS

344 South Robert Street
St. Paul, MN 55107
(612) 298-0071

Jim Tucker

Manufacturer of high quality Frozen Baked Beans and Frozen Chili with Beans. Available for resale in commissaries worldwide.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

CARNATION COMPANY

5045 Wilshire Boulevard
Los Angeles, CA 90036
(213) 932-6000

Herbert C. Nyberg

Mike Brown

Donald J. Dobie

John H. Ewing

Carnation Company produces and markets grocery and foodservice products, pet foods, scholastic products, and farm animal and specialty feeds.

SB 10-500-370

SB 10-500-573

CARTER-WALLACE, INC.

Carter Products Division

Half Acre Road

P.O. Box 1

Cranbury, NJ 08512

(609) 655-6000

Paul K. Mohrbacher

Karen Colligan

Rudolph L. Cox

Ted Sheldon

Manufacturer of health and beauty aids, as well as SEA and SKI Suntan Products to be sold worldwide in both Commissaries and Exchanges.

SB 10-500-421

CASTLE & COOKE FOODS

P.O. Box 3928

San Francisco, CA 94119

(415) 986-3000

Kenneth G. Seeborg

George Martin

Jack Morgan

Dole Pineapple Products, Dole Pineapple Juice,

Bumble Bee Seafoods, Figaro Cat Food.

SB 10-500-421

CB SALES, INC.

1321 Ashleybrook Lane

Winston-Salem, NC 27103

(919) 765-9250

Cathy Baucom

Manufacturer's representative specializing in products for resale in worldwide exchanges.

CENTURY SALES, INC.

8084 Cryden Way

Forestville, MD 20747

(301) 568-9231

Philippe H. Lucier

Charles Labanowski

Distributor and broker of household products and dry food items to military commissaries and exchanges in the U.S.

CHADWICK DISTRIBUTING, INC.

4930-B Jefferson N.E.

Albuquerque, NM 87109

(505) 884-2025

Bill S. Chadwick

Distributor of perishable/non-perishable products to military commissaries and exchanges in the New Mexico and West Texas area.

CHALMERS DISTRIBUTING, INC.

9300 Billy The Kid Street

El Paso, TX 79907

(915) 858-1053

Darrell Chalmers

Distributor of dry, frozen and chilled food and non-food products exclusively to the military in El Paso and Lubbock, Texas and all New Mexico bases.

CHAMPION PRODUCTS, INC.

3141 Monroe Ave.

Rochester, NY 14618

(716) 385-3200

Frank Masterson

J. Jay Cassen

Ray Donnelly

Manufacturers of branded sports apparel and licensed pro team apparel for Major League Baseball, National Football League, United States Football League, National Hockey League.

CHATTEM INCORPORATED

Chattem Consumer Products

1715 West 38th Street

Chattanooga, TN 37409

(919) 847-5162

Jack E. Parham

Alex Guenny

Gary Henderson

John Parker

Leading manufacturer of Health and Beauty Aids, Fragrances, and Cosmetics sold worldwide.

CHESEBROUGH-POND'S, INC.

33 Benedict Place

Greenwich, CT 06830

(203) 661-2000

Carl D. Ward

Robert G. Fogel

Margaret McPartland

Kevin F. O'Connor

Manufacturer/marketer of brand name products.

RAGU, HEALTH-TEX, BASS, POND'S,

ADOLPH'S, CUTEX INTENSIVE CARE, PRINCE

MATCHABELLI, Q-TIPS, AZIZA, RAVE, EMERSON,

VASELINE, BARE TRAPS and PERTUSSIN.

SB 10-500-321

CHURCH & DWIGHT COMPANY

20 Kingsbridge Road

Piscataway, NJ 08854

(201) 885-1220

TWX 710 480 9286

Michael J. Ruggiano

James P. Crilly

Al Nicusanti

Manufacturer of ARM & HAMMER products, including Baking Soda, Laundry Detergent, Liquid Laundry Detergent, Carpet & Room Deodorizer, Super Washing Soda, and Oven Cleaner, among others.

COCA-COLA COMPANY

P.O. Drawer 1734

Atlanta, GA 30301

(404) 898-3347

Joseph H. Marshburn, Jr.

Neil Booth

Peg Nichol

James L. Pollan

Coca-Cola Bottlers, Coca-Cola USA, and the Coca-Cola Export Corp. provide packaged soft drinks and syrups to military installations around the world.

SB 10-600-041

COCA-COLA COMPANY FOODS

DIVISION

7105 Katy Road

Houston, TX 77024

(713) 868-8100

Dudley Jones

George Andrews

G. Milt Dann

John Lesselyong

Manufactures and distributes leading brand name frozen/chilled juices, canned/package fruit drinks, and coffee products. Additionally, offers exclusive, military only Hostess Brand coffee/tea products.

SB 10-500-241

SB 10-500-260

COIN ACCEPTORS, INC.

4946 Daggett Avenue

St. Louis, MO 63110

(314) 664-5550

William Johnson

Louis Di Monda

Jim Douglass

Bob Smith

Coin handling equipment and vending machine conversion kits. To include coin changers, video game doors and timing boxes for military use.

COLGATE-PALMOLIVE COMPANY

300 Park Avenue

New York, NY 10022

(212) 310-2990

P. F. Manzione

L. Karl Hollering

Nicholas Scuderi

Manufactures and supplies brand name household and personal care products including detergents, cleansers, soap products and oral care products including toothpaste.

SB 10-500-124

COLONIAL BEEF COMPANY

Food Distribution Center

Philadelphia, PA 19148

(215) 467-0900

Sidney S. Waxman

Louis E. Waxman

Frozen Portion Control Meats for Comstores, Service Clubs, Troop Feeding and Exchanges. "Minute Man" and "Redicut" Brands.

SB 10-500-429

CONFECTIONS GROUP

(See "Farley Candy Co.")

CONSOLIDATED CIGAR COMPANY

One Gulf and Western Center

Philadelphia, PA 19148

(212) 333-3400

Lewis B. Myers

Manufacturer of Dutch Masters, El Producto and Muriel cigars to military commissaries and exchanges worldwide.

SB 10-600-011

CONSOLIDATED MILITARY SALES

Unit 2

2120 Corporate Square Blvd.

Jacksonville, FL 32216

(904) 725-7344

William J. Moody

Mike Coppola

We sell perishable and non-perishable items to commissaries and exchanges.

CONTINENTAL MILITARY

MARKETING, INC.

P.O. Box 6046

Federal Way, WA 98003

(206) 952-7720

Paul J. Kelley

Carl Cash

Jack Gardner

Clarence Hedden

Continental country—from the Mississippi to California, Alaska, Hawaii and Far East. Experience is our trademark. Specialized in military sales, marketing and merchandising services. The military is our only business.

CORNING GLASS WORKS

100 First City Bank Center

Suite #703

Richardson, TX 75080

(214) 690-8828

Henry McQueeney

Furnishes Pyrex Ware, Corning Ware products, Corning and Cornerstone collection for military resale.

CREIGHTON SHIRTMAKERS, INC.

P.O. Box 197
Reidsville, NC 27320
(919) 349-8275

Albert C. Cohen

Michael Chilton

Manufacturers of uniform shirts, trousers, windbreakers and related items for all military services. Dealing with nations throughout the entire world.

CRESSEY DOCKHAM & COMPANY, INC.

Parade Place
Andover, MA 01810
(617) 662-6800

Sam Perruccio

Arthur Ansini

Jesse Blackman

Jim Oppenheim

Full service wholesale grocer and military distributor serving all of New England and upstate New York. Dry grocery, frozen, dairy, meats, non foods. Quick, efficient service to commissaries, exchanges.

A. T. CROSS COMPANY

One Albion Road
Lincoln, RI 02865
(401) 333-1200

Neil Kiely

M. Lynn Black

Larry Gannon

Connie Iantuono

Manufacturing fine quality writing instruments and desk sets. Ball point pens, mechanical pencils, porous point pens and fountain pens available in chrome, Classic Black, gold filled and sterling.

CROWN ZELLERBACH CORPORATION

One Bush Street
San Francisco, CA 94104
(415) 951-6100

Frank Visnyai

Robert A. Beskin

Scott Lofgren

Bill Yancey, Jr.

Paper products manufacturer: toilet tissue, towels, napkins, facial tissue, waxed paper and lunch bags under trade names NICE AND SOFT, ZEE, SPILL-MATE and CHIFFON.

SB 10-500-148

CULBRO CORPORATION

D/B/A Helme Tobacco Co. &
General Cigar Co.
605 Third Avenue
New York, NY 10158
(212) 687-7575

John M. Chittenden

We sell Smokeless Tobacco Products, Moist Snuffs (Redwood, Silver Creek, Gold River), Loose Leaf Chewing Tobacco (Chattanooga Chew, Country Blend, Mail Pouch, Apple Jack), and Dry Snuff to military commissaries and exchanges.

SB 10-500-618

D
D & H DISTRIBUTING

106 McNeil
Shreveport, LA 71101
(318) 222-3083

Bill Griffin

Ruthie Griffin

Dry groceries serving the AFCEMS Delta Complex, Fort Polk (Army) and Memphis Navy commissaries.

M. J. DANIEL COMPANY

3210 Beltline Road, Suite 140
Dallas, TX 75234
(214) 620-2222

Michael Daniel

Rich Levy

Ron Roberts

Mark H. Smith

Specialists in hardlines (i.e. Toys, Housewares, Electronics, Hardware, Automotive, Outdoor Living, Jewelry, Stationery & Sporting Goods) providing worldwide sales and service to all Military Resale Systems.

THE N. DeFILIPPES CORPORATION

383 Fifth Avenue, 4th Floor
New York, NY 10016
(212) 684-7557

Del Stella

Seymour Baum

Warren B. Bradbury

The N. DeFilippes Corporation is U.S. national advertising representative for AFN TV-GUIDE, SPORT Overseas Military Edition, KOREA TV-GUIDE, OKINAWA TV-GUIDE and 180 Base Papers. Telex: 236869 DEFUR

DEL MONTE CORPORATION

One Market Plaza
P.O. Box 3575
San Francisco, CA 94119
(415) 442-4000

Edward W. McArthur

Joel Fiegenschue

Timothy D. Hayes

Kenneth W. Hodges

Packers of Del Monte-Brand Canned Fruits, Vegetables, Juices, Drinks, Drink Mix and Dried Fruit, Frozen Dinners, Entrees and Baked Goods; Steak Sauce, Mustard, Vinegar, Syrup, Molasses and Ethnic Foods.

SB 10-500-147

SB 10-500-294

SB 10-500-374

DEUTSCHE SISI-WERKE GmbH

Rudolf-Wild-Str. 4
6904 Heidelberg-Eppelheim
West Germany
(06221) 69258

Lothar Renner

Gustav Berger

Manufacturer of high quality fruit drinks in flexible pouches.

DONALD W. DICKERSON, INC.

P.O. Box 6-3600 El Dorado
Panama, Republic of Panama

Debora Dickerson Canavaggio

Patrick Canavaggio

Enrique Castrellón

Rachel E. Dickerson

Brokers for military commissaries, exchanges and other military installations in Panama.

DISTRIBUTION SERVICES

600 South East Coast Avenue
Lantana, FL 33464
(305) 586-1111

Neil Carey

DIXON MARKETING, INC.

501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022

Virgil H. Dixon

Laura Dixon

Garland H. Hendricks

Gerald I. Maurer

Full-service manufacturer's representative firm, with over 200 employees, offering complete coverage of both the commissary and exchange systems worldwide.

DON-RON COMPANY

Military Marketing Specialist
P.O. Box 363
Erwin, NC 28339
(919) 897-5542; 8910; 8849

Don Davis

Shelton Beasley

Ron Davis

Vance Williams

Full service brokerage east of the Mississippi focusing on all military commissaries and exchanges. Our sales force is able to place your products on our customers' table.

DOW CHEMICAL U.S.A.

P.O. Box 68511
Indianapolis, IN 46268
(317) 873-7370

Roland J. Preuss

Wendell Hall

Don Speck

Rick Werhel

The Dow Chemical Company, Consumer Products Department, offers Plastic Wraps Bags for food protection (ZIPLOC, SARAN WRAP, HANDI WRAP); Dow household cleaners.

SB 10-500-363

DR. PEPPER COMPANY

P.O. Box 225086
Dallas, TX 75265
(214) 824-0331

K. P. Couvillion

Jack Briggman

Jim Schumacher

Mike White

Manufacturer of soft drinks to military commissaries and exchanges worldwide.

SB 10-600-10

THE DRUMMERS

405 N. Wabash Ave.
River Plaza
Chicago, IL 60611
(312) 664-8906-07

John G. Anastos

Military Advertising & Public Relations Agency.

DUFFY-MOTT COMPANY, INC.

High Ridge Park
Stamford, CT 06905
(203) 968-7500

William T. Sanders

Robert A. McGirr

Clayton L. Thompson

Manufacturers of MOTT'S APPLE SAUCE, APPLE JUICE, MOTT'S NATURAL STYLE APPLE SAUCE, APPLE JUICE, CLAMATO, BEEFAMATO, GRANDMA'S MOLASSES, and SUPER MOTT PRUNE JUICE.

SB 10-500-341

DUNHAM & SMITH AGENCIES, INC.

39 Lewis Street
Greenwich, CT 06830
(202) 869-7300

Richard Rist

Eugene O'Brien

Edward A. Ruddick

Robert E. Wright

DUNHAM & SMITH AGENCIES, INC.—Worldwide military sales representatives to military commissaries, exchanges and clubs.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

DURKEE FAMOUS FOODS

24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000

C. R. Woodruff

J. J. Appleby

Lou Rich, Jr.

T. E. Stuckart

Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.

SB 10-500-040

DYKSTRA SALES

5575 Logan Street
Denver, CO 80216
(303) 892-7970

Ron Waits

Art Dykstra

Ole Olson

Full service organization specializing in frozen, chilled and dry goods made available for resale in three Rocky Mountain states.

E

EARLY CALIFORNIA FOODS, INC.

10906 Wilshire Blvd. #500
Los Angeles, CA 90024
(213) 879-1480

L. James Anthor

Manufacturer of olives (Spanish and California), bar supplies, mayonnaise, salad dressing and wine to military commissaries and exchanges worldwide.

SB 10-500-390

EASTMAN KODAK COMPANY

343 State Street
Rochester, NY 14650
(716) 724-4140

Frank J. Carnevale

Hugh J. Reinhard

Mary S. Smith

Kodak products for resale are: cameras, projectors, black-and-white and color films, processing mailers and services, video tapes and equipment.

ECONOMICS LABORATORY, INC.

Four Corporate Park Drive
White Plains, NY 10604
(914) 694-8626

Michael Pedreira

Edwin L. Jean II

Manufacturer of automatic dishwasher detergents, rinse additives, fabric softeners, coffee maker filters/cleaners, rust/mildew cleaners, liquid soaps sold in commissaries/exchanges worldwide.

SB 10-500-313

ELIZABETH ARDEN, INC.

Park Avenue Plaza
55 East 52nd Street
New York, NY 10055-0191
(212) 407-1136

Joan U. Jealous

Manufacturer of cosmetics and fragrances for resale to exchanges worldwide.

L. J. ELKIN, INC.

1955 Center
Novato, CA 94947
(415) 897-9688

Lauren N. Elkin III

Lauren N. Elkin, Jr.

Ralph Finley

Joseph Woychak

A Professional, Full Service Regional Broker calling on the West and Far East Commissary Market since 1960. Limited client portfolio ensures full line coverage.

EMBORG FOODS GmbH

Daimlerstrasse 3
6374 Steinbach/TS.
Frankfurt-Main
West Germany
(06171) 7771

Rene G. Hintjens

Josef Hoffman

John Munoz

Carl-Hermann Neimeyer

EMCO SALES CO., INC.

Woodbury Bldg. Box B
Hampton, NH 03842
(603) 926-8761

Michael Difilippo, Jr.

Michael E. Difilippo, Sr.

Deborah A. Lane

Patricia A. Rush

Military broker servicing commissaries and exchanges.

EURPAC SERVICE, INC.

170 Mason Street
P.O. Box 1787
Greenwich, CT 06830
(203) 622-8400

J. Anthony Fulton

A. I. "Sonny" Austin

Chuck Di Giovanna

J. Milton Kyle

Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas and ships afloat worldwide.

EXCHANGE & COMMISSARY SALES, INC.

3872 San Jose Park Drive
Jacksonville, FL 32217
(904) 731-8500

Keith Kaczorowski

Ed Glover

Harvey Sussman

Provides comprehensive sales, marketing and consulting services to manufacturers desiring to increase their market share of the worldwide military resale system.

EXECUTIVE BUSINESS MEDIA

Box 1500
Westbury, NY 11590
(516) 334-3030

Murry Greenwald

Joseph Haik

Robert Moran

L. F. Rolan

Publishers, Advertising Representatives. Trade: Exchange & Commissary News, Club & Food Service. Consumer: Europe, R&R, Shoppers Biweekly News; Overseas! Far East, Okinawa Today, Conus. 180 Military Base Newspapers; Instore Commissary Flyers.

F

FABERGE, INC.

1345 Avenue of the Americas
New York, NY 10105
(212) 581-3500

W. Ernest Rich

Manufacturer of Mens and Womens Fragrances, Health & Beauty Aids, Shampoos and Hair Sprays to the Veterans Administration and Military Commissaries and Exchanges worldwide.

SB 10-500-197

FAMILY MAGAZINE

9 East 41st Street
New York, NY 10017
(212) 661-6550

Joseph A. Mugnai

Ed Koch

Robert Niedrich

Michael Salata

Publishing exclusively for American military housewives since 1958. 525,000 copies containing military family editorial, advertising and couponing are hand distributed to commissary shoppers worldwide.

FARLEY CANDY COMPANY

P.O. Box 25
Skokie, IL 60076
(312) 673-7200

Gene Allen

W. H. Ellis

Larry Scrivner

John R. Staley

Prime manufacturers of quality candies. Bulk and packaged Jells, Jelly Beans, JuJu, Lozenges, Chocolate, Chocolate Flavor, and Natural Snack Items.

FARMERS' RICE COOPERATIVE

World Trade Center Building
P.O. Box 696
West Sacramento, CA 95691
(916) 371-3100

R. L. Steele

Manufacturer of California Type Rice.

SB 10-500-487

FEDERATED MILITARY SALES CORPORATION

3025 W. Salt Creek Lane
Arlington Heights, IL 60005
(312) 577-1200

Michael C. Fuller

Donald Albrecht

Raymond Hafertepe

Charles Palmgren

SB 10-500-625

FIDELITY INC.

No. 3 Embarcadero Center
Suite 2665
San Francisco, CA 94111
(415) 392-2122

William T. Fisher

Sales and distribution within the military market.

FLASH STEAK COMPANY, INC.

7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558

Chris M. Sanchez

Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.

6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458

Robert Pitts

Art Raynie

Bob Shields

Roy W. Spencer

Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

FOOD SERVICE COMPANY WEST

FLORIDA, INC.
P.O. Box 4664
Pensacola, FL 32507
(904) 455-2681

Allen F. Evans
Ron Coggins
James N. Evans
Jerry Thomas
Distributors of Dry, Chill, and Frozen products to
Commissary Stores and Exchanges in the
Maxwell Complex, Montgomery, Ala. and Navy
Complex, Pensacola, Fla.

C. FORSTER GmbH
Martin Luther King Strasse 24
Hanau/Main 1
D-6450
West Germany
61-818-1048

Charles J. Forster
Frederick M. Heintz
Jerry H. Huehn
Manufacturers' Representatives

FOSTER GRANT CORPORATION
289 North Main Street
Leominster, MA 01453
(617) 534-6511

Harvey P. Alstadt
Dennis Walters

FOUR-WAY BROKERAGE CO., INC.
13710 East Rice Place
Suite 102
Aurora, CO 80015
(303) 699-2100

Joe Demeuse
Serving the Colorado/Wyoming Commissary
needs specializing in meat and cheese packaged
items.

R. T. FRENCH COMPANY
1 Mustard Street
P.O. Box 23450
Rochester, NY 14692
(716) 482-8000

J. D. Crowley
W. R. Ausenbaum
R. E. Crosby
E. L. Petit

A leading food manufacturer represented by
Dixon Marketing, selling French's Mustard,
Worcestershire Sauce, Instant Potatoes, Spices
and Sauce and Gravy Mixes and Brasso Polish.
Household Chemicals Bully and Swish.
SB 10-500-199

FRITO-LAY, INC.
P.O. Box 35034
Dallas, TX 75235
(214) 351-7088

John Patrick
Guy Duggan
George Wessberg
Manufacturer and marketer of potato chips, corn
chips, tortilla chips, cheese flavored puffs,
pretzels, crackers, cookies, jerky beef sticks, and
specialty snacks for resale in military
commissaries and exchanges worldwide.
SB 10-500-274

FRONT RANGE DISTRIBUTORS
735 Valley Street
Colorado Springs, CO 80915
(303) 574-2823

Richard C. Lاراia
Ethan D. Hokit
Pat Hokit
Cheryl A. Lاراia
We are a full service Military Distributor of food
and non-food, frozen and chilled products to
commissaries in Colorado and Wyoming.

G

GAGLIARDI BROTHERS, INC.
700 North Five Point Road
West Chester, PA 19380
(215) 692-7575

Robert Wetherby
Anita M. Heyman
Supplying 100% beef sandwich steaks, special
process beefburgers and open-hearth baked
sandwich steak rolls for military resale.
SB 10-500-553

GALLETTI BROTHERS FOODS
1729 E. 21st Street
Los Angeles, CA 90058
(213) 744-1830

Vaughn R. Clark
Al Galletti
Chuck Pope
A complete line of frozen tray packed seafoods,
packed in "See-Through" film. Each tray is
preprinted and has UPC Code long with nutritional
and cooking information.

T. W. GARNER FOOD CO.
4045 Indiana Avenue
P.O. Box 4150
Winston-Salem, NC 27105
(919) 725-3561

Thad Garner
James Frank
Reg Garner
Frank Sherrill
Manufactures complete line of natural jams,
jellies, preserves and famous Texas Pete Sauces.
World Headquarters: Winston-Salem, NC
"Preserving Family tradition for over 50 years."
SB 10-500-495

GATEWAY MARKETING, INC.
Schlesierstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany
Telex: 4 182 431 gtwy d
Tel: 0 61 22/1 50 96

Harold E. Poel, Jr.
Harrison Aiken
Glen Henry
Annelore Paetzold
Manufacturers' Representatives

GENERAL ELECTRIC COMPANY
1285 Boston Avenue
Bridgeport, CT 06602
(203) 382-2000

John Dineen
Manufacturers of radio, tape, CB/WT and
telephones.
SB 10-500-475

GENERAL FOODS CORPORATION
250 North Street
White Plains, NY 10625
(914) 335-2500

Jerry S. McDaniel
A. R. Carani
Tom F. Duesler
Ellis H. Reynolds
Manufactures packaged convenience food
products broken out into six major categories
... coffee, breakfast foods, desserts,
beverages, frozen goods and main meal.
SB 10-500-058
SB 10-500-153

GENERAL MILLS, INC.
P.O. Box 1113
Minneapolis, MN 55440
(612) 540-3139

F. William Kastor
J. M. Gasch
Steve Smith
C. L. Williams
Grocery Products Sales Division specializes in
processed grain products; i.e., family flour,
dessert and baking mixes, casseroles, ready-to-
eat cereals, instant potatoes and granola snacks.
SB 10-500-050

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products
Division

320 Post Road
Darien, CT 06820
(203) 655-1100

Eugene C. Kohuth
James Dulin
Lannie Erickson
Manufacturer of assorted household paper
products including Delta, MD, Hudson and
Mr Big, Coronet Brands.
SB 10-500-430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000

William Yates
Arnold Anderson
Charles E. Brown
Howard Snyder
Full lines of baby food (strained, junior, meat,
juice, cereal and bakery) plus general
merchandise products (clothing, toys and
accessories).
SB 10-500-109

GILLETTE COMPANY
Prudential Tower/24
Boston, MA 02199
(617) 421-7354

Arthur D. Kiernan
Peter C. Alltop
Karl Grube
Jimmy T. Whitney
Manufacturer of blades, razors, Cricket
disposable lighters, deodorants, shaving creams,
hair care products and Paper Mate writing
instruments to military commissaries and
exchanges worldwide.
SB 10-500-448

GLASER BROS.
3130 Leonis Blvd.
Los Angeles, CA 90054
(213) 583-9911

Gordon L. Cramer
Steve Hungerford
Ron Kentish
Bob Umphress
We sell candy, tobacco, cigarettes, cigars,
groceries, HABA, sundries, fast foods & frozen
foods to exchanges, snack bars, cafeterias,
commissaries, vending, veteran canteens, clubs
in Arizona, California, Nevada, Oregon,
Washington, Idaho and Wyoming.

GOLDEN FOOD PRODUCTS, INC.
1031 44th Street
Newport News, VA 23606
(804) 244-0131

Irvin Holszweig
David H. Ruben
Frank Ruben
Distributor of L. G. Potato Chips and snacks to
commissaries, exchanges and military clubs in
the Hampton Roads, VA area.

See page 39 for an up-to-the-
minute listing of the latest
new ALA members.

GOLDEN GRAIN MACARONI CO.

1111-139th Avenue
San Leandro, CA 94578
(415) 357-8400

Donald Rittenhouse

Max Boswell
Hank Hartfield
John Palazzo

Manufacturer of Pasta Products, Rica-A-Roni
Flavored Rice Mixes, Noodle Dinners, Dried
Beans, Rice, Soup Mixes, Ghirardelli Chocolate
Products and Vernel's Fine Candies.

SB 10-500-416

GOODMARK FOODS, INC.

P.O. Box 18300
Raleigh, NC 27619
(919) 872-2800

Robert Stern

Jeff Fisher
Ben Garnto

Kevin Migdal

Manufacturer of Snack Food Products: Slim
Jims, Pemican, Penrose, Andy Capp's Grain
Snacks to military commissaries, exchanges and
ships afloat worldwide.

SB 10-500-629

GOYA DE PUERTO RICO, INC.

P.O. Box 1467
Bayamon, PR 00621-1467
(809) 786-4900

Frank Unanue

Roberto Unanue

GOYA FOODS, INC.

100 Seaview Drive
Secaucus, NJ 07094
(201) 348-4900

John A. Raimondi

Hispanic foods manufacturer: beans, rice,
olives/oil, malta, imported seafoods, spices,
nectars, cream of coconut (for Pina Colodas) for
military resale worldwide.

SB 10-500-212

B. GREEN & COMPANY, INC.

3601 Washington Boulevard
Baltimore, MD 21227
(301) 247-8300

Hannah Green

David Green

Randolph Winstead

Walter Wolfel

Distributor of dry/perishable/frozen foods to
commissaries and exchanges on East Coast.
Distribution network extends from NY to FL.
Distribution centers also in NC and Norfolk, VA.

**GREEN FOREST VEGETABLE
GROWERS**

511 East Olympic Blvd.
Los Angeles, CA 90015
(213) 622-2492

Tony S. Guzzetta

Packaged celery hearts in cel'lophane bags.

GREEN SPOT (M. E.) LTD.

1300 Dove St. Suite 100
Newport Beach, CA 92660
(714) 476-2210

Edward W. Babic

David E. Feyk

Dwayne A. Lee

David B. Place

Distributors of Green Spot and Good Buddies
beverages to military commissaries and
exchanges worldwide.

SB 10-500-601

GUARANTEED SALES, INC.

(See "Military Marketing Group")

GWALTNEY OF SMITHFIELD, LTD.

P.O. Box 489
Smithfield, VA 23430
(804) 357-3131

Billy Redd

Frank Kutcher

D. F. Radcliffe

J. C. Watts

Full line processors of fresh, smoked and
packaged meats to European commissaries,
Army, Air Force and Navy.

H**H & H FOODS, INC.**

P.O. Box 5561
Shreveport, LA 71105
(318) 221-8861

Don Horn

Walter Mercik

We are distributors of Progresso foods, Daisy
Brand Sour Cream, Matchitoches Meat Pies,
Yoplait Yogurt, Dannon Yogurt and Hormel
frozen foods to military commissaries and
exchanges.

**HERBERT HALPERIN DISTRIBUTING
CORPORATION**

2421 Schuster Drive
Cheverly, MD 20781
(301) 322-3040

John Loveys

Leroy Bagley

Richard Izzie

Sam Miller

Distributor of perishable food products in the
Capital area including Dannon Yogurt, Marie's
Dressing, HH Fine Products, Say Cheese, R-W,
Imported & Domestic Cheeses, Jimmy Dean
Sausage, Plumrose Ham, Mexicali, Maybud,
Laughing Cow, Alouette, Wispride, Gerard, Ile de
France.

HAMBERGER ENTERPRISES, INC.

7204 Wimsatt Rd.
Springfield, VA 22151
(703) 941-8818

Arnold Hamberger, Jr.

Steven Hamberger

Kelly Kelley

Mark Klostermeyer

Military Broker and Distributor of food products-
Health and Beauty Aids to Military Commissaries
and Exchanges in the U.S. and overseas.

HANES GROUP

P.O. Box 2495
Winston-Salem, NC 27102
(919) 744-3847

Joe Clary

Fisher Darden

Al Reborche

Carl Stevens

L'EGGS pantyhose, HANES underwear and BALI
bras.

HARTZ MOUNTAIN CORPORATION

700 So. Fourth Street
Harrison, NJ 07029
(201) 481-4800

Arthur H. Pym

Manufacturer of pet supplies. Direct and full
service available for exchanges. Manufacturer of
rug cleaning supplies (carpet magic) including
machine rentals.

HAWAII MEAT COMPANY

P.O. Box 3259
Honolulu, HI 96801
(808) 845-2941

Ronald H. Rea

Kazu Inouye

Joe Steeholm

Herman Zulueta

Producer and manufacturer of carcass and boxed
beef, wholesale distributor for pork, poultry and
seafood.

H. J. HEINZ COMPANY

P.O. Box 57
Pittsburgh, PA 15230
(412) 237-5757

A. J. (Al) Skorupka

Gary K. Ferguson

Chuck Frank

Cliff Fredrickson

Manufacturers of: Baby Food, Beans, Tomato
Juice, Pureed Foods, Entrees, Mustard, Pickles,
Relish, Peppers, Sauces, Gravy, Soups, Vinegar,
Ketchup, Weight Watchers Products and Alba
Brand Products.

SB 10-500-098

HELENE CURTIS INDUSTRIES, INC.

325 N. Wells Street
Chicago, IL 60610
(312) 661-0222

George Baltic

Manufacturer of hair care and skin care products
for resale in Military Commissaries and
Exchanges worldwide.

SB 10-500-126

HERB-OX SALES, INC.

P.O. Box N
746 Mamaroneck Ave.
Mamaroneck, NY 10543
(914) 698-7900

Karl Manchon

Howard Lazar

Herb-Ox Bouillon Cubes, Instant Bouillon, Broth
and Seasoning Packets. Low Sodium Broth and
Seasoning Packets—The ONLY complete line of
bouillon products.

SB 10-500-383

HERSHEY CHOCOLATE COMPANY

19 East Chocolate Avenue
Hershey, PA 17033
(717) 534-4200

Christopher J. Coyle

H. T. Cook

C. R. Kelly

W. G. Wagner

Manufacturers of Hershey's, Reese's and Y&S
Candies branded confectionery and grocery
products. Products are available to worldwide
commissaries and exchanges.

SB 10-500-055

J. T. HERVEY & ASSOCIATES, INC.

P.O. Box 76
San Carlos, CA 94070
(415) 592-8890

Jack T. Hervey

Henry N. Duke

Bill G. Kelso

Joanne Miller

A broker for Military Sales in the Western States.

**HIGH PLAINS MARKETING SERVICES
INC.**

P.O. Box 3363
Englewood, CO 80237
(303) 741-0533

Donald Goetz

See page 39 for an up-to-the-
minute listing of the latest
new ALA members.

HILLS BROS. COFFEE, INC.

Two Harrison Street
San Francisco, CA 94120
(415) 546-4665

J. F. Seibel

Importers, manufacturers and distributors of coffee and related beverage products made available for resale in commissaries, exchanges and for military clubs worldwide.

SB 10-500-032

HOERTER PROVISION CO., INC.

P.O. Box 37
Swedesboro, NJ 08035
(609) 467-3232

Ronald B. Hoerter

William B. Hoerter

Military only distributor of frozen, chill and grocery items. Central Eastern States. Also public warehousing facilities.

HOLES-WEBWAY CO.

2815 Clearwater Road
St. Cloud, MN 56301
(612) 251-3822

William W. Holes

Brad W. Holes

Dean A. Waibel

Manufacturers of fine quality photograph albums, scrapbooks, address books, diaries and all types of social books. Also available are a full line of licensed character gift and stationery paper products.

H. P. HOOD, INC.

500 Rutherford Avenue
Boston, MA 02129
(617) 242-0600

Donald N. Bailey

Dennis Dennehey

Donna Endslow

Rosario Salamone

H. P. Hood/Clearfield Cheese, Inc. is a Natural Dairy Foods Company marketing a complete line of refrigerated dairy, juice, cheese and ice cream products.

SB 10-500-571

GEORGE A. HORMEL & CO.

P.O. Box 800
Austin, MN 55912
(507) 437-5474

R. H. Lommen

Jim Dinicola

Jim Hall

Raymond Asp

Meat Packing Plant which distributes meats, canned products and frozen items to military commissaries and exchanges worldwide.

SB 10-500-084

DICK HUGHES & CO., INC.

100 Moss Drive
San Antonio, TX 78213
(512) 344-6880

Dick Hughes

Andy Anderson

Lorenzo A. (Joe) Serbinio

Military broker serving commissaries in the South West U.S., Panama and Puerto Rico.

HUNT-WESSON FOODS, INC.

1645 West Valencia Drive
Fullerton, CA 92634-5003
(714) 680-1621

J. D. Cooley

Manufactures and supplies tomato products, cooking oils, fruits and vegetables, Orville Redenbacher Popping Corn, Snack Pack, Peter Pan Peanut Butter, and other products for military resale.

SB 10-500-328

N. K. HURST COMPANY

P.O. Box 985
Indianapolis, IN 46206
(317) 634-6425

Needham S. Hurst

Dean A. Broadhead

Richard J. Huntley

W. C. Hurst

Top quality packaged dry beans, peas and lentils. Guaranteed against infestation and breakage. Represented by Francois L. Schwarz, Inc.

SB 10-500-264

IMASCO USA, INC.

1233 N. Church Street
Rocky Mountain, NC 27801
(919) 977-2000

John D. Merritt

Gene G. Arnold

Jack A. Laughery

Joseph F. Smathers

2200 Unit Fast Food Restaurant Chain based in Rocky Mountain, North Carolina. Operates both the Hardee's and Burger Chef Restaurant Chains.

IMBA SALES CO.

105 B. South Witchduck Rd.
Suite 357
Virginia Beach, VA 23462
(804) 485-5241

Marvin Kenan

Ray Adams

Lynn Hatcher

Nick Nakielny

Regional brokerage organization comprised of independent exclusive military brokers serving all commissaries East of the Mississippi River, with own (and joint IMBA) name items.

INNOVATIVE TIME CORPORATION

6054 Corte del Cedro
Carlsbad, CA 92008
(619) 438-0595

Mary O'Connor

Manufacturer of men's and ladies fashion sports and electronic digital watches for resale to all military exchanges and ships afloat worldwide.

INTERNATIONAL MERCANTILE

GmbH

Rossmarkt 21

D-6000 Frankfurt/M 1

West Germany

(611) 284504

Joseph H. Koedding

Michael Barcoe

Thomas Moffat

Military brokers to Commissaries and Exchanges in Europe.

INTERNATIONAL PLAYTEX

700 Fairfield Avenue
Stamford, CT 06904
(203) 356-8042, 8043

Milt Galler

Dennis Shouldice

Manufacturers of Dansk bras and panties. Playtex bras and girdles and Super Look panties.

ITT CONTINENTAL BAKING COMPANY, INC.

P.O. Box 731
Haistead Avenue
Rye, NY 10590
(914) 967-4747

Charles D. Watts, Jr.

Bill Barron

William K. Bassett

Robert Wildes

Daily deliveries of fresh Wonder and Home Pride bread-roll products and Hostess Cakes, pies and donuts. Products shipped frozen to overseas military installations.

SB 10-500-209

JAMES RIVER-DIXIE/NORTHERN INC.

800 Connecticut Avenue
P.O. Box 6000
Norwalk, CT 06856
(203) 854-2407

Robert F. Patrick

Charles Owens

Manufacturer of Consumer Brands—Northern—Brawny—Bolt—Vanity Fair Tissue Products—Dixie Consumer Cups & Plates—Papermaid Products.

SB 10-500-431

JBL INCORPORATED

8500 Balboa Boulevard
Northridge, CA 91329
(818) 893-8411

Loye Bechtold

JBL—Home, Automotive and Professional Loudspeaker Systems.

J. D. INTERNATIONAL

P.O. Box 2817
Springfield, VA 22152
(703) 250-8071

Jim Murphy

Diane Murphy

Food brokers serving the military commissary market specializing in the sale of perishable commodities.

JENO'S, INC.

525 Lake Avenue South
Duluth, MN 55802
(218) 723-5555

Gary Lund

Manufacturers of: Jen's Frozen Pizza, Jen's Frozen Hot Snacks (Pizza Roli Brand Party Snacks, Egg Rolls, Pizza Snack Tray, Jen's Frozen Italian Entrees, Jen's Sauceless Boxed Pasta, Jen's Packaged Pizza, Colombos Frozen Pizza, Chef Saluto Frozen Pizza.)

SB 10-500-300

SB 10-500-334

JENSEN SOUND LABORATORIES

International Division of Esmark

4136 N. United Parkway
Schiller Park, IL 60176
(312) 671-5680

Steve Sienicki

Manufactures automotive and home audio products; three additional divisions within Jensen include ADVENT speakers, DISCWASHER record care products and PHASE LINEAR home audio products.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

JFC INTERNATIONAL, INC.

501 Forbes Boulevard, Suite 200
So. San Francisco, CA 94080
(415) 871-1660

Vincent Kaleel

Barry Gatrell

Thomas Sugihara

Gayle Walorinta

The largest importer and distributor of Oriental Foods. Eight branch offices and warehouses throughout the U.S. Some brand names are Dynasty, Wei Pac, Hapi, Kokuho.
SB 10-500-492

JILLSON DISTRIBUTORS, INC.

8221 Arjons Dr., Suite A
San Diego, CA 92126
(619) 566-8000

James K. Jillson

Fred Jillson

We provide distribution of frozen, refrigerated and dry goods to all Navy, Marine, Army and Air Force stores in Southern California and Las Vegas, Nevada.

JOHNSON & JOHNSON

501 George Street
New Brunswick, NJ 08901
(201) 524-8366

Richard E. Scott

Wayne E. Dorsett

Leonard E. Nangel

J. E. Reinert

Leading Manufacturer of first aid products, baby toiletries, oral hygiene products and child development toys and publications for resale in commissaries and exchanges worldwide.

SB 10-500-158

JOHNSON BROTHERS**DISTRIBUTORS**

66 Bonaventura Drive
San Jose, CA 95134
(408) 263-4417

Marvin G. Johnson

Lemaun Johnson

Distributor of deli products (cheeses, margarine, orange juices and other chilled goods), biscuits, and other products sold in commissaries, exchanges and ships afloat worldwide.

JOHNSON PRODUCTS COMPANY, INC.

8522 South Lafayette Avenue
Chicago, IL 60620
(312) 483-4100

Neal A. Harris

Michael J. Guthrie

George E. Johnson

Tyrone Weekley

Offers relaxes, curl products, conditioners, shampoos and cosmetics for the ethnic consumer.

SB 10-500-288

C. LLOYD JOHNSON COMPANY, INC.

P.O. Box 9448
8031 Hampton Blvd.
Norfolk, VA 23505
(804) 423-2832

C. Lloyd Johnson

Lloyd Johnson

Mike Maraia

Don Nymberg

Offering specialized worldwide sales, marketing and merchandising services for leading manufacturers wishing to do business with Commissaries, Exchanges, and/or Ships Afloat.

JOAN M. JOHNSON COMPANY

P.O. Box 10400
Honolulu, HI 96816
(808) 373-4533

Maurice A. Johnson

Leonard Gollob

Joan M. Johnson

James G. Stratton

Hawaii area marketing specialists in military and civilian sales. Promotion, merchandising and demonstration services. Consultants and specialists in contracting, shipping, warehousing and inspection problems.

S. C. JOHNSON & SON, INC.

1525 Howe Street
Racine, WI 53403
(414) 631-2000

Robert J. Paliani

C. A. Holland

W. H. Koch

Ralph A. Nielsen

Furniture Polishes, Floor Waxes, Soil Stain Removers, Fabric Softeners, Air Fresheners, Shampoos, Creme Rinses, Shave Creams, Hand/Body Lotions, Insecticides and Repellents.
SB 10-500-071

JUICE BOWL PRODUCTS, INC.

P.O. Box 1048
Lakeland, FL 33802
(813) 665-5515

Roy Smith

Peyton G. Dekker

Full Line Supplier of Canned Juices and Juice Drinks 8 oz, 12 oz and 46 oz Sizes.

K**KAHN'S & COMPANY**

3241 Spring Grove Avenue
Cincinnati, OH 45225
(513) 541-4000

Mary E. Kelly

Keith Eubank

Ed Feinstein

John M. Tuberty

Manufacturer of a complete line of meat products for retail and institutional consumption for military commissaries and exchanges worldwide.
SB 10-500-079

KAYSER-ROTH MILITARY SERVICE DIVISION

1221 Avenue of the Americas
New York, NY 10020
(212) 536-1119

David Zane

Herb Kaplan

Fritz Philippsborn

W. M. Smith

Manufacturer of Interwoven Men's Socks, No Nonsense Panty Hose, Jiffies Slippers-Men's, Burlington Hosiery, Men's and Ladies, Levi's Socks-Men's, Supp-Hose-Men's.

JOHN K. KEALY COMPANY

8000 Capwell Drive
Oakland, CA 94621
(415) 562-8136

John K. Kealy

David Fishman

Paul Fleenor

Michael Kealy

Since 1946, the leading military rep organization to the exchanges. Branch offices in Dallas, San Diego, Honolulu, Norfolk, Frankfurt, and throughout the Pacific. Warehousing also available.

KEEBLER COMPANY

One Hollow Tree Lane
Elmhurst, IL 60126
(312) 833-2900

Joseph F. Nischbach

William Dierkes

Gary Scarafie

Fred Whitson

"Uncommonly Good" Cookies, Crackers, Ice Cream Cones, Butter Pretzels and Pie-Crusts for Military Patrons of Commissaries, Exchanges and Vending Machines.

SB 10-500-223

KELLOGG SALES COMPANY

235 Porter Street
Battle Creek, MI 49016
(616) 966-2373

J. W. Brevitz

Joanna Harger

R. W. Taylor

Ready-To-Eat Cereal, Pop-Tarts® Toaster Pastries, Corn Flake Crumbs, Croutettes® and Salada® Tea and Dessert Products.

SB 10-500-121

KERN FOODS

13000 East Temple Avenue
City of Industry, CA 91749
(213) 962-5111

Bo Waddel

Richard Kern

Packers of Tomato Juice, Tomatoes, Catsup, Tomato Sauce, Nectars, Vinegar, Syrup, Preserves & Jellies, Island Punch, Grapefruit Juice. Represented by Continental Military Marketing.

SB 10-500-474

KIKKOMAN INTERNATIONAL INC.

50 California Street, Ste. 3600,
San Francisco, CA 94111
(415) 956-7750

Sylvia V. McCann

Kaz Takei

Manufacturer of naturally-brewed Soy Sauce, Teriyaki Sauce, dried Seasoning Mixes, Steak Sauce, Sweet & Sour Sauce, salt-reduced Soy Sauce (LITE), Teriyaki Baste & Glaze, Sukiyaki, Memmi and Tempura Sauces.

SB 10-500-438

KITCHENS OF SARA LEE

500 Waukegan Road
Deerfield, IL 60015
(312) 945-2525

Raymond T. Pelelas

Manufacturer of frozen baked goods, cakes, rolls, and pies to commissaries, exchanges, clubs, hospitals, troop dining facilities, and other Government activities worldwide.

SB 10-500-079

KnR MILITARY SALES, INC.

1641 Barcelona Street
Livermore, CA 94550
(415) 449-0200

L. K. Rinard

John Cassie

Scott Davis

John Hayward

Represents National and Regional food and hardline manufacturers to Commissaries and Exchanges for the Western States, Asia, and European Markets.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

ALA Industry Members

KRAFT, INC.

(RTL 3N)
Kraft Court
Glenview, IL 60025
(312) 998-3256

Sam Phelps

Gil Carroll

W. A. Rowe

Terry Trummer

Kraft, Inc. manufactures and markets a wide range of both Retail and Foodservice food products. Major categories: Dairy products, salad products, and includes brands such as Parkay, Philadelphia Cream Cheese, Miracle Whip Salad Dressing.

SB 10-500-132

SB 10-500-481

L

L. LACHMAN AND SONS COMPANY

1425 Fourth Avenue, Suite 403
Seattle, WA 98101
(206) 623-2223

Max Lachman

Importer and manufacturer of diamond jewelry to military commissaries and exchanges worldwide.

LADYCOM MAGAZINE

1732 Wisconsin Ave., N.W.
Washington, D.C. 20007
(202) 944-4000

Edward M. Downey

William Bennett

Jim Clites

George K. Smith

Publishes LADYCOM—the military lifestyle magazine serving the military community. Distributed in commissaries worldwide. Readership of over 1 million exchange and commissary customers.

LAMAU, INC.

P.O. Box 1221
Minneapolis, MN 55440
(612) 571-1234

Paul Bierhaus

Ralph M. Sutherland

Manufacturer of high quality hair care (Style and Perma Soft Shampoo, Conditioner, Hair Sprays), and personal care (24 Hour Deodorant and FemMist Personal Deodorant) products.

SB 10-500-639

LAMOUREUX, LTD.

Oba Waikiki Aloe
2301 Kuhio Avenue
Honolulu, HI 96815
(808) 926-2708

Valerie Lamoureux

Manufacturer of Aloe Cosmetics, Tanning Products, and Hair Care Products. Also Manufacturer of Complete line of Hawaiian fragrances as well as extensive line of Men's and Women's fragrances.

LEAF CONFECTIONERY, INC.

1155 North Cicero Avenue
Chicago, IL 60651
(312) 745-6200

Ronald L. Stevenson

Al Hasenberg

Manufacturer of candy and gum products. Seasonal lines are Easter, Freeze Pops, Halloween, Christmas. Candy brands: Whoppers, Sixlets, More, More With Nuts, Gum: RainBlo, Pal, Jelly Bean, Mr. Freeze Pops.

SB 10-500-607

LENOX CHINA, INC.

3190 Princeton Pike
Lawrenceville, NJ 08648
(609) 896-2800

Charles Tompkins

James McCormack

Karla Stein

Safford Sweatt

Represented by P. Singer Associates. American manufacturers of fine and casual china dinnerware and crystal stemware. Also manufacture ceramic giftware and jewelry, plus crystal giftware and barware.

LEVER BROTHERS COMPANY

390 Park Avenue
New York, NY 10022
(212) 688-6000

Gerald V. Batti

James J. Barone

Ray Marks

Russ Sherwood

Manufacturers of household, food and health and beauty aids products sold in Commissaries and Exchanges.

SB 10-500-030

ALFRED M. LEWIS, INC.

3021 Franklin Avenue
Riverside, CA 92520
(714) 684-0170

Joseph Allen

Sandra Hanson

Dan Norton

Wimpy Williams

Distributor of groceries, frozen food, deli, candy, food service and non-foods to the Military in the Southwestern U.S.A.

LIBBY, McNEILL & LIBBY, INC.

200 South Michigan Avenue
Chicago, IL 60604
(312) 341-4111

Douglas B. Thornton

Loren Heurich

Canned Meats, Salmon, Tomato and Citrus Juices, Nectars, Pumpkin, Ripe Olives, Produce Products (Orange Frost, etc.), Juicy Juice brand fruit juices, Crosse & Blackwell, and Maggi Specialty Products.

SB 10-500-348

LIGGETT & MYERS TOBACCO COMPANY, INC.

W. Main & Fuller Streets
Durham, NC 27702
(800) 334-0971
(919) 683-9000

P. H. Hunter

Debbie C. Harris

Manufacturer of L&M, Lark, Chesterfield and Eve cigarettes as well as "Class A" brands for Gary Tobacco Company, for resale to worldwide military commissaries/exchanges.

SB 10-500-174

LINDALE MARKETING LTD.

P.O. Box 59491
Dallas, TX 75229
(214) 241-5598

Byron Gallant

Manufacturers Representatives and Consultants to the Military Market.

Kraft, Inc.—Luster Products

THOMAS J. LIPTON, INC.

800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000

Vincent C. Lefante

Richard Friel

Thomas C. Ivey

R. F. Milliner

Manufacturer of Package Tea, Tea Bags, Instant Tea, Iced Tea Mix, Soup, Instant Soup, Salad Dressing, Noodles and Gelatine products for Commissaries and Exchanges worldwide.

SB 10-500-135

LOEB CORP./TIDEWATER

WHOLESALE GROCERY CO., INC.

1400 Cavalier Boulevard
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586

John Lazzari

Steven Detwiler

Neil Larson

Hank Sheffer

Professional distributor of grocery and perishable products in southern Virginia, North Carolina and overseas. Offers complete shelf stocking, display building and order writing services.

L'OREAL

530 Fifth Avenue
New York, NY 10036
(212) 556-3136
(305) 726-2654

Robert Smalkin

Arne Zimmerman

Manufacturers of cosmetics and beauty aid products: Preference Hair Color, Excellence Hair Color, Free Hold Mouse, Ultra Rich Shampoo and Conditioner, Preference Shampoo, Protein Shampoo etc.; plus Lip, Nail and Eye Accents Make-up.

SB 10-500-418

LORILLARD

666 Fifth Avenue
New York, NY 10103
(212) 841-8500

J. R. Slater

Ray Diaz

Bill Shaw

Alice Skinner

Manufacturer of tobacco products: cigarettes, chewing tobacco and cigars to military commissaries and exchanges in 50 states.

SB 10-500-103

LOYAL TRADING INTERNATIONAL LTD.

602 Ruttonjee House
11 Duddell Street Central
Hong Kong
Tel (5) 216103 Telex 66148 LTIL HX

Roy H. Scott

Leonard A. DeCola

David M. Siedenburgh

Pete N. Solano

Pacific Area, All Military Accounts

LUSTER PRODUCTS, INC.

1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150

Ann Anthony Rivers

Jory Luster

Manufacturer of Black Hair Care Products.

LYKES PASCO PACKING COMPANY

P.O. Box 97
Dade City, FL 33525
(800) 342-9076 (FL)
(800) 874-9061 (out of state)

Fred Godfrey

AB Abilano

Jim Courier

Worldwide distribution of quality competitively priced products: frozen and ready-to-serve (chilled) orange and grapefruit juice, lemonade, apple, grape and fruit punch.

SB 10-500-554

M

M&M/MARS

High Street
Hackettstown, NJ 07840
(201) 852-1000

Jim Finelli

John Feuling

Diane Sullivan

Leaders in Quality and Value of confectionary snack foods such as: MILKYWAY Bar, SNICKERS Bar, 3 MUSKETEERS Bar, MARS Bar, "M&M's" Chocolate Candies, TWIX Caramel Cookie Bar, TWIX Peanut Butter Cookie Bar, and SUMMIT Bar.

SB 10-500-069

MARKETING SPECIALISTS CO.

502 E. Ramsey
San Antonio, TX 78230
(512) 691-0712

Kathy Vaughan

MASTER LOCK COMPANY

2600 32nd Street
P.O. Box 10367
Milwaukee, WI 53210
(414) 444-2800

Don Bosin

Peter Jung

Manufacturer of padlocks sold to military exchanges.

MAYBELLINE SALES CORPORATION

P.O. Box 413
Memphis, TN 38151
(901) 320-5123

Don C. Weldon

Leader in eye, facial and nail cosmetics. Currently successfully introducing DAYDREAMS products into the fragrances market. Recognized leader in cosmetics in the military resale market.

MCCORMICK & COMPANY, INC.

414 Light Street
Baltimore, MD 21202
(301) 547-6198

John G. McCormick

George W. Bragg

Robert Cliff

Wayne Sabine

Complete assortment of Spices, Onion & Garlic, Extracts, Food Colors, Teabags, Mexican Foods, Cake Decorations, Popcorn products. All fully supported by merchandising programs; distribution worldwide.

SB 10-500-015

MCDONALD'S CORPORATION

One McDonald's Plaza
Oak Brook, IL 60521
(312) 887-3344

Wib Sutherland

Thomas A. Gruber

Cliff Raber

Food service for over 7,000 stores. Domestic as well as international.

McILHENNY COMPANY

Avery Island, LA 70513
(318) 365-8173

Walter S. McIlhenny

Paul C. P. McIlhenny

Edward M. Simmons

SB 10-500-180

MEAD JOHNSON NUTRITIONAL DIVISION

2404 Pennsylvania Street
Evansville, IN 47721
(812) 426-6508

Daniel F. Kula

Sharon Miller

Sharon Nicholson

Michael O'Rourke

Manufacturer of Infant Formulas: Enfamil, ProSobee, Nutramigen and Pregestimil, Pediatric Vitamins: Tri-Vi-Sol, Poly-Vi-Sol and Smurf's. Specialty Products: Nutracil, Sustcal, Isocal, Tempra.

SB 10-500-303

MEDIA NETWORKS, INC./3M

600 Third Avenue
New York, NY 10016
(212) 661-4800

Carol Pepper

Barbara Schmidt

Jiro Semba

A division of 3M selling military advertising to companies and corporations who have military product distribution to commissaries and exchanges on European and Pacific bases.

MEM COMPANY, INC.

Northvale, NJ 07647
(201) 767-0100

Richard Cromer

Tony Parra

Manufacturer of English Toiletries, Heaven Scent and Tinkerbell Children's toiletries to military commissaries and exchanges worldwide.

SB 10-500-498

MENNEN COMPANY

Hanover Avenue
Morristown, NJ 07960
(201) 631-9079

Gary Noble

William Amick

Fred B. Lytal

Adele Treible

Mennen is a manufacturer of Health and Beauty Aids and Fine Fragrances.

SB 10-500-454

MENTHOLATUM COMPANY

1360 Niagara Street
Buffalo, NY 14213
(716) 882-7660

Merle Carlson

Theodore A. Hyde

Rex Spencer

Worldwide manufacturers of Health and Beauty Aids: Cough and Cold Products, External Analgesics, Lipbalm, Oral Hygiene Products, Laxatives, and Suppository Products.

SB 10-500-610

MERRITT SALES

P.O. Box 2654
Lawton, OK 73502
(405) 357-1722

Matt Purvis

MEXI FROST SPECIALTIES CO., INC.

37 Grand Avenue
Brooklyn, NY 11205
(212) 625-3324

E. F. Nolan

Gonzalo Armendariz

Manufacturer of a quality line of over 50 authentic Mexican frozen foods items. For commissaries—vending operations—clubs and exchanges—troop issue.

SB 10-500-338

MEXIM COMPANY, INC.

340 Industrial Way
Brisbane, CA 94005
(415) 467-8750

Eugenio Lopez, Jr.

Puri Achacoso

Alfonso King

Mitos Santisteban

We are importers and distributors of Philippine food products.

SB 10-500-592

MID-ATLANTIC COCA-COLA BOTTLING CO.

51 Ritchie Road
Capitol Heights, MD 20743
(301) 336-2030

Robert Ringer

Robert J. Mills

Wade R. Vaughn, Jr.

Manufacture and distribution of soft drinks.

MIDWEST FOOD DISTRIBUTORS, INC.

2636 Walnut Street
Denver, CO 80205
(303) 296-1598

Dale M. Finley

Darel D. Keck

Midwest Food Distributors, Inc. specializes in service to the Military. Offering daily service to the Denver and Colorado Springs areas, handling all products, both frozen and dry groceries and health and beauty aids.

MIDWEST MILITARY BROKERS, INC.

P.O. Box 20042
Denver, CO 80220
(303) 320-0905

Edward Pruett

Mary Albertas

Chris Cella

M. Doyle Keck

Full service military broker servicing military commissaries and exchanges throughout the Midwest and South East United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.

16475 Dallas Parkway, Suite 480
Dallas, TX 75248
(214) 931-2500

Richard K. Ryalls

Jack J. Brault

Joseph Proietti

David R. Weber

Serving the Armed Forces worldwide with professional full-time Area Managers wherever U.S. Troops are stationed. Commissary, Exchange and Club coverage.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

MILES LABORATORIES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46515
(219) 264-8442

Matt H. Soerries

W. R. DeBone
J. W. Howell

Our products include brands such as ALKA-SELTZER, ALKA-MINTS, BACTINE, BIOCAL, ONE-A-DAY, and children's chewable vitamins, FLINTSTONES, and SUGAR FREE BUGS BUNNY.
SB 10-500-292

MILITARY BROADCASTING SYSTEM
1161 York Avenue
New York, NY 10021
(212) 888-1517

Frank O'Brien

Peter Bovis

Offers advertising opportunities on cable television to reach 1717 military bases. Markets may be selected individually or on a more economical network package. Three Service Academy sports packages also available.

MILITARY DISTRIBUTORS, INC.
P.O. Box 10
Oldsmar, FL 33557
(813) 855-1404

C. L. Lemma, Jr.

William M. Parker

Ge. d P. Tinney

Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
Box 12733
Norfolk, VA 23502
(804) 855-0114

Jerry H. Jared

Wayne L. Duncan

John W. Payne

Full service distribution of perishable and nonperishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY MARKETING GROUP
A Division of GSI
646 Route 18, Suite 201
East Brunswick, NJ 08816
(201) 238-7880

Eric Weil

Larry Friedman

Don McDonald

Providing diversified marketing services to military vendors servicing the Military Exchange/Commissary System. Services include electronic in-store media, co-op sampling, and custom programs.

MILITARY MEDIA, INC.
175 West 88th Street
New York, NY 10024
(212) 724-6707

John Bradbury

Judith Bradbury

Colleen Gordon

Rita Hirsch

MMI acts as advertising representative for all 179 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORIES
475 Franklin Avenue
Nutley, NJ 07110
(201) 667-2386

James E. Brooks

Sidney Bernstein

Robert J. Brooks

Ronald G. Brooks

Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually.

MILITARY SALES & DISTRIBUTION, INC.
900 Kastrin St.
El Paso, TX 79907
(915) 593-3158

Jim Weaver

Distributor for all military (only) bases in West Texas & New Mexico.

MILLER BREWING COMPANY
3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-2000

Robert Kornack

James Doherty

Supplier of Miller High Life, Lite, Lowenbrau, Lowenbrau Dark, Meister Brau & Milwaukee's Best to military commissaries and exchanges.

MJB COMPANY
665 Third Street
San Francisco, CA 94107
(415) 421-7311

Samuel D. Griffith

Brian Fox

Robert Salter

Quality products from MJB: Regular, Hi Extraction, Decaffeinated and 100% Columbia Coffees. Instant coffees, tea, regular, quick brown and instant rice, flavored rice and stuffing, non-dairy creamer, generic products.
SB 10-500-016

MOBIL CHEMICAL COMPANY
Powder Mill Office Park, Bldg. #3
Macedon, NY 14502
(716) 248-5700

J. F. Todd

G. Grandberry

M. Neelly

G. R. Shires

Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.

SB 10-500-247

MOHAWK MARKETING CORPORATION
149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901

Hal Debban

Paul Bernier

Wade Carruth

Ed Stowers

Manufacturers representative to military exchange system (all branches) worldwide; military, retail, premium representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
345 Park Avenue
New York, NY 10154
(212) 546-3185

M. Arthur Wilson

Walter Loving

John Ryan

Gerald Volow

Monarch Crown Corporation/subsidiary of Bristol-Myers Company, is the military/government sales division for Bristol-Myers, Clairol, Dracett Products, Clairol Appliances and GOOD MEASURE.
SB 10-500-468

V. H. MONETTE & COMPANY
Smithfield, VA 23430
(804) 357-4141

Alan V. Monette

Vince Melton

David G. Monette

Richard W. Monette

Manufacturer's representatives servicing worldwide military resale market. Complete services in sales, marketing, merchandising, contracting, order processing, data processing (including billing). Commissary and Exchange Divisions.

MONROE & ASSOCIATES, INC.
434 Breesport
San Antonio, TX 78216
(512) 341-7107

Jerry Leece

Ted Elliot

Jim Hilgenfeld

Robert Monroe

Representing: Oregon Fruit, Double Q Salmon, Buttercup, Teddi-Bars Frozen Fruit Pops, Bruce's Foods, Thompson's Industries, Bunte Candy, York Snacks, Lo-An Egg Rolls, Tri-me Detergent with the military.

MOTHER'S CAKE & COOKIE CO.
810-81st Avenue
Oakland, CA 94621
(415) 569-2323

Andrew A. McQuade, Jr.

Robert Boursaw

Steve Shute

Bakers of over 40 varieties of high quality packaged cookies, baked with 100% pure vegetable shortening; and every single package is unconditionally guaranteed for quality, taste and freshness.

SB 10-500-037

MRS. PAUL'S KITCHENS, INC.
5830 Henry Avenue
Philadelphia, PA 19128
(215) 483-4000

John J. McIntyre

Manufacturers of frozen and prepared fish (fish sticks/fillets, breaded and unbreaded), seafood (scallops, clam products) and specialty products (onion rings, candied sweet potatoes, eggplant parmesan, egg plant sticks, zucchini sticks).

SB 10-500-083

MUNCHEY MARKETING INTERNATIONAL
Beach Road
Cottenham
Cambridge
England CB4 4RG
0954-50448

David W. Muncey

Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

N

NABISCO BRANDS USA

East Hanover, NJ 07936
(201) 884-0500

E. R. Seawell

Phil Baker

Raymond T. Connelly

Robert J. Dixon

Divisions

BISCUIT GROUP—Cookies, Crackers (RITZ, OREO, PREMIUM)

PLANTERS—Nuts, Margarine, Desserts (PLANTERS, FLEISCHMAN, BLUE-BONNET, ROYAL)

GROCERY PRODUCTS—Cereals, Pet Foods (SHREDDED WHEAT, MILK-BONE)

LIFE SAVERS—Candies, gum (CHUCKLES, CARE-FREE)

SB 10-500-150

NALLEY FINE FOODS, INC.

1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177

John B. Young

Robert Lewald

Distributors of: SEALD SWEET, YOPLAIT

YOGURT, LA YOGURT, LAND O FROST,

WEAVER chicken franks, MERICO biscuits, OAK

LAKE DIPS, OSCAR MAYER and KING sour

dressing.

NALLEY'S FINE FOODS

3303 South 35th Street
Tacoma, WA 98411
(206) 383-1621

Dick Oliver

Gary Ashenbrenner

Miles Fuson

Bob Kuper

Manufacturer of Canned Convenience Foods,

Pickles, Relish, Peppers, Mayonnaise, Salad

Dressings, Syrup, Mustard and Snacks.

SB 10-500-466

NATIONAL BEEF PACKING CO.

P.O. Box 978
Liberal, KS 67901
(316) 624-1851

John Jacobson, Sr.

Richard Moore

Jim Murphy

James Trail

Major supplier of Box Beef to military

commissaries; CO₂ and vacuum packaged

products available. Full line of primal and

subprimal cuts; direct delivery on trucks.

SB 10-500-106

NATIONAL, INC.

P.O. Box 7469
San Antonio, TX 78207
(512) 226-7361

Andrew J. Obriotti, Jr.

Lawrence Deason

Jim Meyer

Thirty year's experience as a wholesale grocer

specializing in frozen and dry products, serving

eight military installations in the Texas area.

NATIONAL INDUSTRIES FOR THE

BLIND

524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200

Dan Boucher

Chas W. Foote

John F. Rousseau

SKILCRAFT Quality Blind-Made Products,

manufactured in 33 associated agencies,

employing over 500 blind persons and providing

over 14,000,000 units of household cleaning

aids, flatware, and textiles to Exchanges and

Commissaries.

NATIONAL SEA PRODUCTS CORP.

P.O. Box 23027
Tampa, FL 33623
(813) 877-0528

John LaSandra

Manufacturers of seafood products with the

brand name of Highliner, Commodore, Sea Feast

and Sea Fresh. Available worldwide to

commissaries and exchanges.

SB 10-500-478

NATURAL VITAMINS, INC.

P.O. Box 3502
South El Monte, CA 91733-0502
(213) 686-1165

Glenn H. Freeman

Martha E. Calvin

Michael R. Freeman

Complete line of vitamins and dietary

supplements sold for past 12 years to

commissaries and exchanges through worldwide

network of brokers and distributors.

SB 10-500-540

NATURE'S FAMILY, INC.

14558 Raymer Street
Van Nuys, CA 91406
(213) 781-1881

Sam Stern

Samuel J. Foley

Linda Miles

Manufacturer of natural skin and hair care

products. Creams, lotions, oils, shampoos,

conditioners and soaps.

SB 10-500-151

NCR CORPORATION

Federal Systems Division

2301 Research Boulevard
Rockville, MD 20850
(301) 258-6500

Thomas S. Scimone

E. O. Bradshaw

George Moon

J. Van Riper

Provides point of sales equipment, electronic

cash registers, mini computers, intelligent

terminals, medium & large scale computers, and

application software packages.

NESTLÉ COMPANY, INC.

100 Bloomingdale Road
White Plains, NY 10605
(914) 697-2576

Edwin O. Elliott

C. M. Lattin

Manufacturer of fine beverage products, baking

aids, and chocolate bars for resale in Military

Commissaries and Exchanges worldwide.

SB 10-500-088

NEW CENTURY BEVERAGE CO.

630 Valencia St.
San Francisco, CA 94110
(415) 861-8820

John J. Gallagher

John Paulson

David F. Plotz

Distributors of Belfast, Mug Root Beer, Pepsi,

Schweppes, SunKist, Country Time and Hawaiian

Punch.

SB 10-600-057

NORTON FOOD COMPANY, INC.

P.O. Box 280
Urbanna, VA 23175
(804) 758-2335

Sheldon F. Hall, Jr.

Allen P. Hall

Sheldon F. Hall, Sr.

James P. Jenkins, Jr.

Twenty years as full service military distribution

specialists serving commissaries, exchanges,

clubs, in Southeastern Virginia, ships afloat,

overseas, representing frozen, refrigerated, dry

grocery and other.

W. I. NORTON MARKETING COMMUNICATIONS

6 Hohenstrasse 8
D-6242 Kronberg/Taunus
West Germany
67-136-4820

William I. Norton

NOXELL CORPORATION

P.O. Box 1799
Baltimore, MD 21203
(301) 667-8624

Martin Murphy

Gary A. Chadwick

Robert A. Polich

Manufacturer of Cover Girl Make-Up, Noxzema

Skin and Shave Cream, RainTree Lotion, Lestoil

Cleaner and 2-Alarm Chili for resale in

commissaries and exchanges worldwide.

SB 10-500-322

O

OCEAN SPRAY CRANBERRIES, INC.

Executive Offices
Plymouth, MA 02360
(617) 747-1000

Robert F. O'Toole

Paul D. Arseneau

Andrew J. Murray

Edward C. Reinhart

Ocean Spray Cranberries, Inc.—Ocean Spray

Cranberry Drinks, the Number 1 selling brand in

the bottled and canned juice/drinks category. The

first to offer the consumer aseptic packaging.

SB 10-500-080

O-CEL-O DIVISION, GENERAL MILLS, INC.

305 Sawyer Avenue
Tonawanda, NY 14150
(716) 876-1596

Patricia A. Batt

America's leading manufacturer of cellulose

sponge products, supplying household Sponges,

Sponge-Scrubbers, and Scouring Pads to

commissaries and exchanges worldwide.

SB 10-500-050

OFF DUTY ENTERPRISES

3303 Harbor Blvd., Suite C-2
Costa Mesa, CA 92626
(714) 549-7172

Walter Rios

Dan Charobee

Don Hull

Cathryn Moore

The Military Leisuretime Magazine, distributed

door-to-door in family housing areas. Total

monthly circulation 685,000, with separate

editions for Europe, Pacific and America, plus a

local edition in Hawaii.

ORAL-B COMPANY

3145 Porter Drive
Palo Alto, CA 94304
(415) 856-5000

Rocco Anselmo

Gary Downing

Dick Tylutki

Manufacturer of health care products, the Oral-B,

Right Angle and Dr. West lines of toothbrushes,

plus the Oral-B Dental Floss and the Aveno line

of skin care products.

SB 10-500-086

See page 39 for an up-to-the-minute listing of the latest new ALA members.

ORCHARD FARMS, INC.

13321 Grass Valley Ave.
Suite 10
Grass Valley, CA 95945
(916) 272-7215

Shirley J. Zimmerman

Randi Dickson

Gay Pryor

Hamilton Stone

Natural Food Manufacturers. We provide Trail Mixes, Carob & Yogurt Candy, Nuts and Seeds in bulk or in bags to military commissaries and exchanges.

ORE-IDA FOODS, INC.

220 West Parkcenter Blvd.
P.O. Box 10
Boise, ID 83706
(208) 383-6100

Ray Gadd

Larry Blagg

Dave Boecker

Vince Shaar

Manufacturer of Ore-Ida, Heinz and Mr. G. Frozen Potatoes, Onion Rings, Cob Corn, La Pizzeria Frozen Pizza and Mrs. Goodcookie Frozen Cookie Dough.

SB 10-500-440

OSCAR MAYER & COMPANY

P.O. Box 7188
Madison, WI 53707
(608) 241-3311

Henry G. Mueller, Jr.

Ron Fielding

Eugene E. Jarrel

Phil Pellegrino

Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.

SB 10-500-025

D'SEAS POST

Westendstrasse 25
6 Frankfurt/Main 1
West Germany
69-747040

Jack Juratli

Monthly television, entertainment and travel magazine for American Forces in Germany including Berlin. Special features include Soap Opera News, recipes, and community news. 25,000 copies distributed.

OVERSEAS SERVICE CORPORATION

2100 Palm Beach Lakes Blvd.
West Palm Beach, FL 33409
(305) 683-4090

Frank J. Hogan

Larry Abbott

Len Boyle

Gene Elias

Representation of leading brand name consumer products to all commissaries and exchanges, worldwide, since 1947.

OXFORD INDUSTRIES, INC.

1734 Apparel Mart
Dallas, TX 75207
(214) 637-6850

Morgan D'Etienne

Manufacturer of Womenswear (Cos Cob, JBJ, Chapter Two, Peppertree, Merona), Childrenswear (Ramar, Polo for Boys, Ralph Lauren for Girls, John Henry for Boys, Merona), and Menswear (Holbrook, Robert Stock, Jhane Barnes, Lanier, McGregor Shirts, Merona, Neen).

P
PANASONIC COMPANY

One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658

Ed Kearns

M. J. Guiheen

Mitsuko Suzuki

Manufacturer of consumer electronic goods (Television—Video recorders—radios etc) to military exchanges.

PANTRY SHELF, INC.

5000 Space Center
San Antonio, TX 78218
(512) 661-4674

Robert S. Downey

Full Service distributor of the foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PENNWALT CORPORATION

Pharmacraft Division
P.O. Box 1212
Rochester, NY 14603
(716) 475-9000

Gerald R. LeBlanc

A pharmaceutical manufacturer of consumer products which are sold through military commissaries and exchanges including, Allerest[®], Cruex[®], Desenex[®] and Sinarest[®]

SB 10-500-611

PENTAX CORPORATION

35 Inverness Drive East
Englewood, CO 80112-5485
(303) 799-8000

Dave Brown

Robin Allerding

Manufacturer of cameras, lenses, camera accessories, binoculars, telescopes, and video products for resale in United States Military Exchanges.

PENTEL OF AMERICA

2715 Columbia Street
Torrance, CA 90503
(213) 320-3831

Robert W. Seeman

Steve Barron

Bill Kilday

Richard Saccoman

Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.

2695 Peachtree Square
Doraville, GA 30360
(404) 449-0160

Donald L. Fisher

Greg Brakel

Charles Reagle

Pete Trivers

Providing quality Bakery Products (Bread, Rolls, Stuffing, Croissants & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.

SB 10-500-211

SB 10-600-099

PEPSI-COLA COMPANY

3 Gannett Drive
White Plains, NY 10604
(914) 697-4163

George Mamantov

Corporate Headquarters for Pepsi-Cola, Diet-Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew & Pepsi Light.

PET, INCORPORATED

P.O. Box 392
St. Louis, MO 63166
(314) 622-6371

Richard M. Macheske

R. A. (Dick) Barrick

J. Richard Carey

A large diversified food company specializing in consumable food commodities, from canned evaporated milk, frozen food products, candies and Mexican foods to Stuckeys restaurants.

SB 10-500-039

SB 10-500-344

PETER PAUL CADBURY, INC.

New Haven Road
Naugatuck, CT 06770
(203) 729-0221

James W. Rowlette

SB 10-500-566

SB 10-600-020

PFIZER, INC. LEEMING PACQUIN

DIVISION
235 East 42nd Street
New York, NY 10017
(212) 573-3140

E. Lloyd Stakebake

Manufacturer of toiletries and proprietaries (BARBASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE AND VISINE A.C.)

SB 10-500-394

PHILIP MORRIS USA

120 Park Avenue
New York, NY 10017
(212) 880-5000

Ted Costas

Ralph Atlas

Jim Richmond

Gene Torre

Manufacture and supply of popular brand name cigarettes (Marlboro, Benson & Hedges, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide.

SB 10-500-175

PHOENIX INTERNATIONAL

MARKETING CORP.
12714 W. Hampton Avenue
Butler, WI 53007
(414) 781-9122
Telex: 287072 PIMCO UR

Dale F. Espen

David (Duffy) P. Groom

Richard G. Sommers

Manufacturers' Representatives

PIEN-JON, INC.

P.O. Box 347
Dayton, OH 45409
(513) 293-8788

Walter A. Pienkowski

Marketing Specialists for diversified high quality products for resale in commissaries, exchanges, troop issue items and clubs.

See page 39 for an up-to-the-minute listing of the latest new ALA members.

PILLSBURY COMPANY

Pillsbury Center
Minneapolis, MN 55402
(612) 330-5034

Billy G. Smith

Robert Dussik

Fred C. Eddowes

James R. Kraft

Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, refrigerated dough products and pasta to military commissaries and exchanges worldwide

SB 10-500-154

SB 10-500-099

SB 10-500-422

SB 10-500-606

THE PINKERTON TOBACCO

COMPANY

P.O. Box 986
Owensboro, KY 42302
(502) 685-7362

J. D. Lawson

P. M. Lanzarotte

C. R. Russell

Manufacturers of Red Man chewing tobacco, plus other fine smoking and smokeless tobacco brands, distributed worldwide to commissaries and exchanges

SB 10-500-198

PLANTATION-SYSCO

2540 Shader Road
P.O. Box 15890
Orlando, FL 32858
(305) 299-3700

John MacFarlane

Margaret "Marci" Guastaferrri

J. M. Sciortino

Distributor of brand name perishable products exclusively to the military resale market in Florida, Georgia, South Carolina, Puerto Rico and down range facilities

PLOUGH SALES CORPORATION

3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2316

Frank J. Coughlin

Dave Wells

Manufacturers of Coppertone, Tropical Blend, QT, Solarcaine, Paas Easter products, Altate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, and St. Joseph Children's products

SB 10-500-200

M. POLANER, INC.

P.O. Box K
Roseland, NJ 07068
(201) 228-2500

Edgar Worton

Leon Butan

Darrell Goff

Leonard Polaner

Suppliers of top quality jams, jellies, preserves, peanut butter, syrups, pickles and the sensational new chopped garlic in a jar

SB 10-500-286

POLY-TECH DIVISION OF U.S. INDUSTRIES

1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281

Dave Wilber

Dave Parsons

Frederick M. Reetz

Manufacturer of extruded plastic and polyethylene products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide

SB 10-500-259

POST SALES & SERVICE, INC.

1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711

Joe L. Miller

Blanche F. Miller

James Sherman

Full service military distributors of candy, cookies, snacks, specialty ethnic dietetic foods, coffee beans, kitchenware-household cleaners, HABA's and vitamins in northeast U.S. states

POTOMAC FOOD DISTRIBUTORS

6021 Farrington Avenue
Alexandria, VA 22304
(703) 823-0400

George W. Cook, Jr.

Steven Cook

Andrew J. Rimm

Distributor of frozen, chilled and dry goods to military commissaries and exchanges. Area of delivery: West Virginia, Western Pennsylvania, Maryland, Delaware and Washington, D.C.

S. PRAWER & CO.

150 Read St.
Portland, ME 04104
(207) 775-0223

Gilbert Prawer

Lou Janson

Marilyn Prawer

Adam Smith

Distributors of groceries, candy, refrigerated foods to commissaries exchanges throughout the Northeast & Mid-Atlantic States as far as Virginia. Representing over 125 major packers at 53 bases

PRESTO PRODUCTS, INCORPORATED

670 N. Perkins
Appleton, WI 54911
(414) 739-9471

Al Dobbraz

Larry Slaughter

Manufacturer of Consumer Plastic Bags & Wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Plastic Cutlery, Household Deodorizers and other quality household products

SB 10-500-060

PROCTER & GAMBLE DISTRIBUTING COMPANY

P.O. Box 599
Cincinnati, OH 45201
(513) 562-3366

Earl L. Pool

C. M. (Andy) Anderson

E. A. Devany

B. J. (Bill) Hance

Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry

SB 10-500-049

PUREX CORPORATION

24600 S. Main Street
P.O. Box 6200
Carson, CA 90749
(213) 513-7212
(213) 775-2111

Clarence Carr

Charles Renard

Manufacturer of Household Cleaning Products, Specialty Food Products and Swimming Pool Chemicals for resale in military commissaries and/or exchanges worldwide

SB 10-500-304

Q

QUAKER OATS COMPANY

Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138

James R. Graef

J. R. Finney

J. T. Goldston

R. E. Henderson

The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, snacks, pork and beans, specialty bean products, isotonic drinks, pet foods and frozen foods serving the military worldwide

SB 10-500-087

SB 10-500-516

QUALITY BRANDS DISTRIBUTING

P.O. Box 7247
Colorado Springs, CO 80933
(303) 594-0182

Jerry Boe

Full service distributor of perishable and dry products to military commissaries in Colorado and Wyoming

QUIK-TO-FIX PRODUCTS, INC.

P.O. Box 402368
Garland, TX 75040
(214) 272-5521

Charles L. Shelton

R

R&R WERBE GmbH

Bismarckstrasse 17
D-6900 Heidelberg
06221-25431/32/33

Ellis F. Anderson

Terri Dougherty

Derek Halling

Conrad Quagliaroli

Publishes R&R Germany, Britain and the Med, three magazines, each specialty edited for area of circulation, collectively the largest circulation publication for U.S. Forces in Europe

C. B. RAGLAND COMPANY

2720 Eugenia Avenue
Nashville, TN 37204
(605) 259-4622

Mike Hayes

Peter Kahne

Ed Tietgens

Distributor of groceries, frozen food, deli, candy and non-foods to the military in the Southeastern U.S.A.

RALSTON PURINA COMPANY

Checkerboard Square—4W
St. Louis, MO 63188
(314) 982-3715

T. M. Smith

Stephan A. Gunning

Andre Ranney

World's largest producer of dry dog and dry and soft-moist cat foods. Other grocery products include cereals, canned tuna, and soups

SB 10-500-282

RAMFJELD & COMPANY INC.

270-41st Street
Brooklyn, NY 11232
(212) 768-3203

H. J. Schucke

VIKINGS DELIGHT brand imported & domestic canned fish

SB 10-500-298

RAMPART MARKETING, INC.

2220 W. 104th Place
Northglenn, CO 80234
(303) 451-5368

Harley Magee

Richard E. Day

Donald R. Meier, Jr.

Rampart presently serves bases in Colorado, Oklahoma, Texas, Wyoming, Arkansas, Louisiana, Mississippi, NAS Millington and McConnell AFB Wichita. We are large enough to serve you, and small enough to care.

REGAL WARE, INC.

1675 Reigle Drive
Kewaskum, WI 53040
(414) 626-2121

Stan Woolman

Michael G. Moore

William H. Preis, Jr.

Manufacturer of stainless steel cookware plus drawn and cast aluminum cookware with SilverStone, microwave cookware, table top electric appliances including coffee makers, and motor driven La Machine food processors.

REP BROKERAGE COMPANY

1112 S. 344th Ave E.
P.O. Box 3148
Federal Way, WA 98063-3148
(206) 838-8080

Harry M. Carrick

Karen Carrick

Manufacturers' Representatives.

REVLON GOVERNMENT SALES, INC.

767 Fifth Avenue
New York, NY 10153
(212) 572-5850

Richard D. Metzler

Matthew H. Hitchcock

Gary J. Proscia

Thomas J. Youngerman

Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide.

SB 10-500-486

R. J. REYNOLDS TOBACCO CO.

401 North Main Street
Winston-Salem, NC 27102
(919) 777-6101

R. D. Sherrad

Yancey W. Ford, Jr.

Mack Dagenhart

R. D. Riersen

Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century and other cigarettes to military commissaries and exchanges worldwide.

SB 10-500-053

RICELAND FOODS

P.O. Box 927-048140
Stuttgart, AR 72160
(501) 673-5374

Jim Pollard

Richard R. Hendricks

David White

World's largest milling and marketing cooperative organization servicing more than 100 countries; products in military resale system: Riceland Rice, Chef-Way oil and shortening label.

SB 10-500-218

RICHARDSON-VICKS INC.

Vicks Health Care & Toiletries

Divisions

Ten Westport Road

Wilton, CT 06897

(203) 762-2222

Andre Guilbert**Al Antici**

Manufacturer of leading brand name consumer packaged products: Vicks Cough Colds—Tempo Antacid—Olay—Clearasil—Fasteeth—Fixodent—Denquel—Toothpaste—Lifestage Vitamins—Saxon Aftershave Lotion for resale in Military Outlets worldwide.

SB 10-500-301

RICHFOOD, INC.

P.O. Box 26967

Richmond, VA 23261

(804) 746-6329

Aubrey Nicklas

Chuck Noble

Dave Roberts

Christy Stone

Distributor and Manufacturer—Stock in excess of 17,000 Line Items—Groceries, Meats, Produce, Frozen Foods, General Merchandise—1,200,000 square feet of warehouse space.

RICH-SEAPAK CORPORATION

P.O. Box 667

St. Simons Island, GA 31522

(912) 638-5000

James K. Bankston

Manufactures a complete line of seafood products available to military commissaries worldwide.

SB 10-500-525

RIVIANA FOODS, INC.

P.O. Box 2636

Houston, TX 77252

(713) 529-3251

John W. Copenhaver

Rice miller and packer of Mahatma, Watermaid, Carolina, River and Success Rices. Plus, other leading rice products such as prepared rice mixes, instant rice and generic pack rice products.

SB 10-500-401

A. H. ROBINS COMPANY

3800 Cutshaw Avenue

P.O. Box 6235

Richmond, VA 23230-0235

(804) 257-2778

Steve Mitchem

E. L. Hable, Jr.

Robitussin Cough Syrup (Regular, DM, PE, CF—4-oz. and 8-oz.), Night Relief, Extend 12 Liquid, Dimetane Extend tabs, B Complex Vitamins, Sergeant's Pet Care Products, and Chap Stick Lip Balm.

SB 10-500-127

ROCKINGHAM POULTRY

MARKETING CO-OP, INC.

Broadway, VA 22815

(703) 896-7001

Telex No. 82-2444

Charles W. Kucharik

George A. Heitz

Hugo Mellon

Larry A. Metzner

A diversified poultry processing concern, capacity to produce retail pack and institutional pack for all military needs; items include chicken, ducks, turkey, and cornish hens.

SB 10-600-006

ALBERT JAY ROSENTHAL & COMPANY

545 Madison Avenue

New York, NY 10022

(212) 826-6610

Art Becker

A full service advertising agency with specific expertise in marketing to the military. Offices located in New York and Chicago.

S**S&K SALES COMPANY**

125 Greenwich Avenue

Greenwich, CT 06830

(203) 869-7060

Richard A. Steinberg

Charles N. Alexander

Peggy Barry

J. Brayton Fogerty

Professional sales representation of consumer product companies to commissaries, post exchanges and ships afloat worldwide through three specialized sales forces.

SAFEWAY STORES, INC.

1300 Diamond Springs Road,

Suite 500

Virginia Beach, VA 23455

(804) 460-3050

Bernie McHugh

James Lake

Distributing Dry, Frozen, Perishables, HABA, Deli & Chilled serving Southern Virginia, North Carolina, Off-Shore, Panama, Puerto Rico & Europe.

ST. IVES LABORATORIES, INC. USA

944 Indian Peck Rd.

Rolling Hills, CA 90274

(213) 544-3000

Robert S. DeMoss

Doris M. Fox

Manufacturer—Swiss Formula Hair & Skin Care Products, Swiss SBA Skin Care Products.

SB 10-500-160

ST. REGIS PAPER CORPORATION

Retail Packaging Division

P.O. Box 58821

4530 Loma Vista Avenue

Vernon, CA 90058

(213) 589-6511

Larry Trullinger

John Cierpial

Robert Dewar

Robert Stuhr

Manufacturer of paper and plastic grocery bags, carry-out snacks, lunch bags and millinery merchandise bags to military commissaries and exchanges in the Western area of the U.S. and Pacific Region.

SAN GIORGIO-SKINNER COMPANY

6848 F Street

Omaha, NE 68117

(402) 331-7000

Alan Pascale

Don Comes

Bill Pace

Harry Westfall

Full-line pasta manufacturer. Full commitment to Military Resale System through Skinner and San Giorgio brands, nation-wide network of military brokers and sales representatives.

SB 10-500-184

SANSUI ELECTRONICS CORPORATION

1250 Valleybrook Avenue
Lyndhurst, NJ 07650
(201) 460-9710

Gary Elias

Tom Yoda

Manufacturer of electronic music systems (turntables, cassette decks, receivers, integrated amplifiers and tuners, and complete music systems resold in exchanges and ships afloat worldwide.

SARVIS, INC.

8130 Baymeadows Way, West
Suite 300
Jacksonville, FL 32216
(904) 731-8000

Richard Sarvis

Ken McEnery

Ray Todd

Services major companies in the dry grocery, H&BA, household, candy, frozen and chilled categories through its Commissary. Perishable. Exchange and international sales divisions.

SCHOLL CORPORATION

P.O. Box 377
Memphis, TN 38151
(901) 320-4876

Bob Soderquist

W. J. Corcoran

John Dewaide

David Smith

Manufacturers of Footcare Remedial Products, Pro Comfort Sports Medicine Products and Sandal Footwear.

S. SCHWARTZ, INC.

E-210 Rt. 4
Paramus, NJ 07652
(201) 368-8135

Samuel Schwartz

Michael E. Difilippo, Jr.

Saul Richman

Barbara Schwartz

Serving the military in the Eastern U.S. as a manufacturers' representative since 1966, specializing in household supplies, paper/plastic goods, frozen and non-perishable foods.

FRANCOIS L. SCHWARTZ, INC.

5505 Gray Street
Tampa, FL 33609
(813) 879-8013

Charles Bridges

Jeffrey W. Brown

Andrew C. Garvey

Jeffrey P. Hausman

Worldwide sales and marketing specialists to the total military market.

SCOTT PAPER COMPANY

Scott Plaza 1
Philadelphia, PA 19113
(213) 522-5000

Jesse P. Schaudies

Daniel B. Cavellier

John Moseley

Charles G. Ward, Jr.

Manufactures, markets and sells a full line of household paper products including Paper Towels, Bathroom Tissue, Napkins, Wax Paper, Facials and Premoistened Wipes for Babies.

SB 10-500-320

SCRIVNER, INC.

P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7238

William Coffey

Bill Bishop

Mark Chism

Sheree McDaniel

Wholesale food distributor for dry groceries, frozen food, dairy products, fresh & frozen meat, fresh produce, H&A, and eggs.

SEAGRAM OVERSEAS SALES CO.

Geheimrat-Hummel-Platz 4
6203 Hochheim/Main
West Germany

Harry A. Denehy

Dierck Bremermann

Erik Nielson

SEARLE CONSUMER PRODUCTS

P.O. Box 5110
Chicago, IL 60680
(312) 470-6437

Jack Weissman

Tom Nelson

Manufactures and markets Metamucil, a natural fiber laxative; Icy Hot, an external analgesic; Dramamine, a motion sickness medication; and Equal, the new table top sugar free sweetener. Metamucil, Dramamine and Equal maintain the number one share of the market in their respective categories.

SEIKO TIME CORPORATION

640 Fifth Avenue
11th Floor
New York, NY 10019
(212) 977-2800

Harold Rapp

Distributor of Seiko and Lassale Seiko quartz watches and Seiko quartz clocks.

SELECT-SYSCO FOODS, INC.

P.O. Box 3097
Hayward, CA 94540
(415) 785-1000

E. R. Rasnick

Dee F. Akers

Lloyd D. Shaffer

Select-Sysco Foods, Inc., Distributor of frozen foods to military installations located in Northern California. Military Department schedules deliveries to accommodate commissary requirements.

SERVICE DELI INC.

4237 N. Produce Plaza
P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623

Gloria Ferry

Marvin Haberman

Andy Stylianou

Supply & operate service delis and bakeries in the military commissaries.

SEVEN-UP COMPANY

121 South Meramec
Clayton, MO 63105
(314) 889-7777

Tim Battles

Barry Calano

Mike Reeves

Franchisor of major soft drinks: 7UP, Diet 7UP, LIKE, Sugar Free LIKE, Howdy Flavors. Operating Subsidiaries: Oregon Freeze-Dried Foods, Golden Crown Products and Ventura Coastal.

SB 10-600-007

J. A. SHAROFF & COMPANY

3825 Lafayette Street
P.O. Box 780
Denver, CO 80201
(303) 294-0555

Richard Hines

Dave Edwards

Charles F. Lindstrom

Primary distributor of frozen and refrigerated goods in Colorado (growing in dry goods); delivery agent for 50 brand name manufacturers, serving commissaries/exchanges in Colorado.

SHASTA BEVERAGES, INC.

26901 Industrial Blvd.
Hayward, CA 94545
(415) 783-3200

James Klamt

Michael Haddix

Richard L. Johnson

Manufacturer of soft drinks (diet and regular) and natural fruit drinks (Capri Sun) to military commissaries and exchanges worldwide.

SB 10-500-089

PHIL SINGER ASSOCIATES, INC.

10 Foster Avenue
Suite C-1
Gibbsboro, NJ 08026
(609) 435-5300

Phillip Singer

Evan Singer

A professional sales and marketing organization. Our forte is creating marketing events with "in-store" product demonstrations. Total concept marketing SELL-SERVICE-SELL!

SINGLETON SEAFOOD COMPANY

P.O. Box 2819
Tampa, FL 33601
(813) 247-1171

Stevan P. Susnjak

Largest processor of shrimp in the industry, 30 million pounds a year. For 35 years, our shrimp and seafood products have been establishing new standards of quality for frozen seafood.

SB 10-500-449

J. M. SMUCKER COMPANY

P.O. Box 280
Orrville, OH 44667
(216) 682-0015

Donald V. Todd

Kenneth E. Dountz

Bruce Hume

Apple Butter, Preserves, Jams & Jellies, Ice Cream Toppings, Fruit Syrups, Natural Peanut Butter, Goober, Gift Boxes.

SB 10-500-325

SNYDER'S OF HANOVER

Box 471
Hanover, PA 17331
(717) 32-4477

David Reed

Arsenio Alpapala

Michael Warehime

Manufacturers of quality snack foods (potato chips, pretzels, corn products) available for resale in commissaries and exchanges worldwide.

SB 10-500-330

SOFT SHEEN PRODUCTS, INC.

1000 E. 87th Street
Chicago, IL 60619
(312) 978-0700

Harold Gilson

Ethan Foster

Edward Gardner

Gary Gardner

Manufacturers of Hair Care Products and Perfect Pinch Spices. Distribution for resale to Military Exchanges and Commissaries Worldwide.

SB 10-500-649

See page 39 for an up-to-the-minute listing of the latest new ALA members.

SOUTHERN APPAREL COMPANY

E. Third Street
Box 578
Robersonville, NC 27871
(919) 795-3031

Larry Davis

David W. Bullock

Richard H. McCaskill

Manufacturer of work uniforms for U.S. Navy exchanges and ships stores afloat worldwide.

SOUTHERN FOODS, INC.

P.O. Box 7217
Columbus, GA 31908
(404) 323-7393

Roy Browning

B. J. Anderson

Richard West

Sell processed meats primarily in the Southeast to military commissaries and exchanges. Located in Columbus, Georgia in the heart of the Southeast. A subsidiary of Continental Grain Company.

SPECIALTY FOOD DISTRIBUTORS

A Division of Bud Suarez, Inc.
8408 E. Temple Terrace Highway
Tampa, FL 33617
(813) 988-9123

C. A. "Bud" Suarez

R. Y. "Bob" Campbell

C. G. "Neil" Suarez II

Distributors of a wide variety of specialty and gourmet foods in Florida.

SPLIMAN COMPANY, INC.

P.O. Box 2086
Livermore, CA 94550
(415) 455-6472

Don Spilman

Paul Fowler

John O'Boyle

Roxann Spilman

A military distributor for grocery, frozen, and chili products for manufacturers to the commissaries, exchanges, ships afloat, and containers for overseas shipping points for Northern California.

STAR-KIST FOODS, INC.

582 Tuna Street
Terminal Island, CA 90731
(213) 548-4411

George Wardy

Allyn A. Ayotte

Jack T. O'Meara

Roy L. Scharer

Leading canned fish/pet food processor selling Star-Kist Tuna, 9-Lives Cat Food (canned, soft moist, dry), Jerky Treats and Meaty Bone to commissaries/exchanges worldwide.

SB 10-500-205

HAROLD S. STEIN & ASSOCIATES

2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Harold S. Stein

Dorothy R. Alcaria

R. E. Stone

Master Brokers for food manufacturers offering complete coverage to the military resale stores worldwide.

STERLING DOWNEY SALES COMPANY

4954 Space Center
San Antonio, TX 78218
(512) 661-8266

Eddie Schimmel

Sterling E. Downey

A complete storage and delivery service for the military in the South Texas area. Distributors of frozen, chilled, dry, and confectioner perishable/non-perishable products.

STERLING DRUG, INC.

90 Park Avenue
New York, NY 10016
(212) 907-2760

Ray T. McCabe

Karen E. Schultz

Lowell Smith

Manufacturer of drugs and household products for resale to military commissaries and exchanges.

SB 10-500-019

STEWART & WITT COMPANY OF ALASKA, INC.

(See "Witt & Associates of Alaska, Inc.")

STOUFFER FROZEN FOODS

5750 Harper Road
Solon, OH 44139
(216) 248-3600

Donald G. Nelson

Jim McKnight

Bill Rafalski

Manufacturer of frozen foods: entrees side dishes, French bread pizza and Lean Cuisine to military commissaries and exchanges worldwide.

SB 10-500-276

STROH BREWERY COMPANY

1 Stroh Drive
Detroit, MI 48226
(414) 224-5100

Joseph L. Masnaghetti

Louis E. Shell

Brewers and distributors of Schlitz, Schlitz Malt Liquor, Schlitz Light, Old Milwaukee, Old Milwaukee Light, Stroh, Stroh Light, Schaefer and Schaefer Light to military commissaries and exchanges worldwide.

SUNSHINE BISCUITS, INC.

245 Park Avenue
New York, NY 10167
(212) 880-4200

Robert B. Coster

Robert Lambert

Manufacturer of cookies, crackers and cereals to military commissaries and exchanges worldwide.

SB 10-500-133

SUTER COMPANY

258 May Street
Sycamore, IL 60178
(815) 895-9186

Charles Suter

Manufacturers and Marketers of Menu-Ready Canned and Refrigerated Foodservice Salads.

SWAN SALES CORPORATION

6223 W. Forest Home Avenue
Milwaukee, WI 53220
(414) 543-5555

Charles Schuster

James R. Hessling

Eugene E. Schommer

Augustus Sykes, Jr.

Covers all overseas commissaries, exchanges, clubs, MWR facilities, DoD schools. Lines represented include housewares, food products, sporting goods, HABA's, beverages (non-alcoholic and alcoholic), furniture.

SWEENEY & COMPANY

2330 Roosevelt Avenue
San Antonio, TX 78233
(512) 533-1281

King Holstein

John Worsham

Wholesale distributor of meats, frozen food, groceries and general merchandise for resale in commissaries and exchanges.

SWEET LIFE FOODS

Northboro Division
175 Bear Foot Road
Northboro, MA 01532
(617) 393-6711

Connie Nassar

John Cataldo

Joe Fusco

Joel Leavitt

A wholesaler specializing in delivering all major lines of groceries, dairy and frozen to installations in the Northeast Region. Corporate offices in Suffield, Connecticut.

SWIFT & COMPANY, INC.

1919 Swift Drive
Oak Brook, IL 60521
(312) 850-7015

W. P. Aalbrechtse

Pat Rowley

D. L. Sawyer

R. W. Stevenson

Turkeys and poultry products, sausages, breakfast strips, processed meat products, canned hams, margarine and pet foods.

SB 10-500-078

SB 10-500-108

SWINGSTER WEARABLES

5700 Broadmore, Box 2987
Shawnee Mission, KS 66201
(913) 384-6000

Dennis L. Christopher

Manufacturer of jackets, caps and active apparel for resale in military exchanges and ships' stores worldwide. Complete imprinting, embroidery and custom manufacturing available.

T**TASTYBIRD FOODS**

Div. of Valmac Industries, Inc.
288 Thompson Place
Gainesville, GA 30506
(404) 536-5363

Edmond F. Jared

Richard Hill

John Morris

Tom W. Whitworth

Suppliers to military commissaries worldwide of quality individually quick frozen chicken parts, whole birds, cut-ups and a family of breaded and pre-fried chicken specialty items.

SB 10-500-435

TASTY DISTRIBUTING, INC.

600 Andrews Road
P.O. Box 8429
Columbus, GA 31908-8429
(404) 689-5547

Daniel J. East

Distributor of perishable/non-perishable goods to ALL Georgia and Alabama military commissaries.

TELMA ELECTRONICS, GmbH

Hawotstrasse 27
6102 Pfungstadt-Eich
West Germany
06157-5394/5242

Dale Hicks

Manufacturers' Representatives.

TETLEY, INC.

100 Commerce Drive
Shelton, CT 06484
(203) 929-9200

Michael F. Delgiorno

Manufacturer of Tetley tea bags, packaged tea, iced tea mix, low-calorie tea, instant tea, Martinson/Mr. Automatic Coffee, Cafe Bustelo.

SB 10-500-305

TEXIZE

Division of Morton Thiokol, Inc.
P.O. Box 368
Greenville, SC 29602
(803) 963-6879

J. E. Chrismon

Manufacturer of FANTASTIK, GLASS* PLUS, PINE POWER, SPRAY N WASH, K2r, GREASE RELIEF, YES, NO PEST STRIPS/LIQUIDS, WOOD PLUS sold in commissaries/exchanges worldwide.

SB 10-500-343

J. WALTER THOMPSON COMPANY

4 Embarcadero
San Francisco, CA 94111
(415) 955-2000

George Floras

One of the world's leading advertising agencies. In the United States alone there are seven full service agency offices and eighteen service offices.

THOMPSON MEDICAL COMPANY

919 Third Avenue
New York, NY 10022
(800) 862-4500

Wes Osborne

Bruce Palmer

Walter Shron

Ron Wiley

Manufacturer and marketer of OTC Diet Aids, Metered Meal Replacements and other Health & Beauty Aid products. Manufactures leading appetite suppressant, Dexatrim, and the number one powdered meal replacement, Slim Fast.

SB 10-500-271

3M CENTER

St. Paul, MN 55144
(612) 733-0576

Dave J. McCarney

Arnold Brown

Chuck Carnes

Norman Hill

Pressure-sensitive tapes, carpet cleaner, energy insulation products, a fabric protector, sandpapers, adhesives, scrubbers, sponges, handpads, self-stick notes, electrical connectors and dust masks.

SB 10-500-013

3M DEUTSCHLAND GmbH

U.S. Government Services
Europe

Carl-Schurz-Strasse 1
D-4040 Neuss 1
West Germany
Tel. (02101) 14-2840

Wolfgang Heuer

Gerrit Kroppe

Provides 3M and non-3M products to the military; pre- and after sales service, contract administration, other services in Europe, North Africa and Middle East.

3M/PERSONAL CARE PRODUCTS DEPARTMENT

3M Center
Building 225-1N
St. Paul, MN 55144
(612) 733-4030

Gordon T. Kill

Robert F. Mozak

Nathan A. Wolfstein

Manufacturer of BUF-PUF brand skin care products, TITRALIC brand antacid products, COLD COMFORT brand cold pack and 3M brand home health aid products.

SB 10-500-013

TOLONA PIZZA PRODUKTE GmbH

Industriestrasse 31
Walldorf/Heidelberg
West Germany
6-227-3122

Richard Warren

Sam Takemoto

Manufacturer of various sizes of pizza crusts and distributors of other pizza products worldwide.

TONY'S PIZZA SERVICE

Div. of Schwan's Sales Entpr.
115 West College Drive
Marshall, MN 56258
(507) 532-3274
(1-800) 533-5290 ext. 2550

John Greenlee

Jewel Roesler

Manufacturers of Tony's Pizza, Red Baron Pizza, Cafe Mexico, and Happy Jose Frozen Foods.

SB 10-500-458

TOOTSIE ROLL INDUSTRIES, INC.

7401 S. Cicero Ave.
Chicago, IL 60629
(312) 838-3400

Donald A. Kottner

George B. Rost

Candy Manufacturer of Tootsie Rolls, Tootsie Pops, Tootsie Pop Drops, Bonomo Taffy and Hard Candy, and Mason Dots. These products are made available for resale in commissaries and exchanges worldwide.

SB 10-500-403

TRANS-EUROPEAN MARKETING, INC.

Feldbergstrasse 25
6000 Frankfurt
Federal Republic of Germany
0611-723458/723459

Peter Fleming

John H. Holmes

Virgil W. Watkins

Military brokers representing Food, Health, and Beauty Aid manufacturers to commissaries in Europe and the Middle East.

TREE TOP, INC.

P.O. Box 2549
Yakima, WA 98907
(509) 575-3909

Jack Topper

Bill Hyden

Steve Mason

Frank Weise

Manufacturer of apple juice and cider; blended fruit juices; sparkling apple and grape juice; frozen apple cider and blended juice concentrates; and applesauce.

SB 10-500-043

TRINITY MARKETING CORPORATION

992 Old Eagle School Road
Suite 906
Wayne, PA 19087
(215) 687-2970

Harry F. Edwards

Thomas F. Fehily

Frank M. Gates

John E. Keane

Trinity Marketing Corporation covers both CONUS and Overseas for major grocery perishable and HBA manufacturers.

TRI-STATE WHOLESALE ASSOCIATED GROCERS

P.O. Box 9938
El Paso, TX 79990
(915) 772-5241

Al Gauthier

Harry Anderson

Ron McCrobie

Aifred Walsh

Distributor of dry grocery, perishable, produce, and HBA products to Military Commissaries in West-Texas and New Mexico.

TRI-WEST DISTRIBUTION, INC.

9617 47th Ave. S.W. Bldg. 3
P.O. Box 99669
Tacoma, WA 98499
(206) 581-5904

Michael G. Doherty

Robert L. Carlson

George Doherty

Tri-West is a full service military & civilian distributor of dry, deli, frozen and HBA products serving the Northwest states including Alaska, Utah, Idaho, Oregon and Washington.

TROPIC-CAL, INC.

2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361

Donald F. "Bud" Allen

David Halpern

George Weiss

Howard R. Weiss

Tropic-Cal produces and supplies men's and ladies fashion sports and ski glasses commercial eye wear worldwide.

TROPICANA PRODUCTS SALES, INC.

P.O. Box 338
Bradenton, FL 33506
(813) 747-4461

Rosanne Megrath

Processor of citrus and apple juices and drink products—carton, glass and frozen concentrate.

SB 10-500-595

U

UNCLE BEN'S INC.

3060 Timberview Road
Dallas, TX 75229
(214) 352-5921

Donald C. Watson

Robert W. Tyner

Processors of Uncle Ben's Converted Brand Rice, Wild Rice products, flavored rice, brown rice and instant rice.

SB 10-500-196

UNITED FOODS, INC.

Frozen Food Division, Eastern
Operations

P.O. Box 119
Bells, TN 38006
(901) 663-2341

Patrick M. Redmond

Matthew J. Kwasek

A. Dale Schaefer

Producer of Winter Garden, Stokely Van Camp and Freezer Queen Brand frozen foods. United is the largest complete full line packer of frozen vegetables in the U.S.

SB 10-500-119

UNITED VIRGINIA BANK

5 Main Plaza East
Norfolk, VA 23510
(804) 858-3000

David C. Fuller

Martin G. Levin

Rufus Parks

Offering a full range of credit and deposit services with particular emphasis on serving military distributors and manufacturers' representatives.

THE UPJOHN COMPANY

700 Portage Road
Kalamazoo, MI 49001
(616) 323-6333

Donald E. Johnson

Rhudolph Fowler

Donald P. Toole

Manufacturer of Uni Cap Vitamins, Cortaid cream, lotion and ointment, Cheracol, D-Cheracol Plus, Mycitracin, Kaopectate Concentrate, Kaopectate tablets, Basiguent ointment, Cortes feminine cream to military commissaries and exchanges worldwide.

SB 10-500-505

U.S. TOBACCO COMPANY

100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100

Donna Leitao

Chris Bondurant

Anthony M. Callaman

Roy Totten

Principal product is Smokeless tobacco including Skoal, Copenhagen and Happy Days Moist Smokeless Brands; produces and markets pipes, pipe tobacco, premium wines and writing instruments.

SB 10-600-003

V**VAN DE KAMP'S FROZEN FOODS**

P.O. Box 1451
Long Beach, CA 90801
(213) 594-4481

Chris Anicich

Manufacturer of frozen seafood products and frozen ethnic entrees for resale to military commissaries.

SB 10-500-600

VIDAL SASSOON, INCORPORATED

2049 Century Park East
Los Angeles, CA 90067
(213) 553-6100

Frank Curtin

International marketer of hair care products made available for resale to commissaries and exchanges worldwide.

SB 10-500-034

VITA-FRESH VITAMIN CO., INC.

7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936

Vincent T. Chodor

J. B. Martin

Kirk Scarborough

Manufacturer of vitamins and food supplements made available for resale in commissaries and exchanges worldwide.

SB 10-500-171

VIVITAR CORPORATION

1630 Stewart Street
Santa Monica, CA 90406
(213) 829-3672

Gary Davis

A. J. Saunders

Leading manufacturer of photographic equipment (lenses, electronic flash units and cameras) made available for resale at military exchanges, ships' stores and Veterans canteens, worldwide.

W**WARNER-LAMBERT COMPANY**

201 Tabor Road
Morris Plains, NJ 07950
(201) 540-3161

E. M. Ogorzalek

S. N. Gaeger

Stuart M. Johnson

Richard Price

Leading worldwide developer and marketer of health care and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.

SB 10-500-263

W. D. WARREN COMPANY KG

5, Im Steingrund
D-6072 Dreieich 3
Frankfurt/Main
West Germany
06103-605429

Kenneth L. Bennett

Stewart Booth

Eugene Elskens

W. D. Warren

Worldwide sales representation (offices in Dallas, Tx.; Atlanta, Ga.; Italy; Spain; UK) for consumer goods providing warehousing, delivery and billing services. Customers: American-NATO forces; AAFES worldwide.

THE WAVERLY GROUP

19 Pine Street
Bradford, PA 16701
(814) 362-3501

Jerome Fishkin

J. Joanne Fishkin

Jack Fishkin

Paul Howard

Designers, manufacturers and representatives of Men's High Fashion and Ultra High Fashion for men's clothing and accessories serving the military worldwide.

WESCO USA, INC.

901 North Pitt Street
P.O. Drawer 1140
Alexandria, VA 22313
(703) 836-0414

John L. Hohman

Carl H. George

Donald Koch

Roy Thomas

Worldwide sales representation to commissaries and exchanges. Experienced in working frozen and non-perishable foods, H&BA items, personal care and household products.

WELCH FOODS, INC.

100 Main Street
Concord, MA 01742
(617) 371-1000

Leonard F. Amendola

Thomas G. De Jose

R. E. Dykstra

Dennis Kirchner

Manufacturer of Frozen and Bottled Grape Juice; Grape Jellies, Jams, and Preserves, Grape Drinks; Frozen Cranberry Cocktail, and Strawberry Jam for resale to military markets worldwide.

SB 10-500-030

SB 10-500-031

WEST BEND COMPANY

400 Washington Street
West Bend, WI 53095
(414) 334-6819

R. J. Mollwitz

Manufacturer of Buffet Appliances, Coffee Makers, Cord-less Iron, Total Gym Physical Fitness Equipment, Electronic Timers and related housewares items. Division of Dart-Kraft.

WEST COAST GROCERY COMPANY

1525 East D Street
Tacoma, WA 98401
(206) 593-3145

Allen N. Hoy

Verle Bryant

David McCarthy

Rose Nash

Voluntary full-service wholesale grocery firm. Corporate H.Q. in Tacoma; branch operations in Salem, OR and Spokane. Provide service to commissaries in Northwest/Alaska.

WESTERN GROCERS, INC.

P.O. Box 17449 Terminal Annex
Denver, CO 80217
(303) 297-3663

Arnold Cruchley

Ralph Henry

Ray Holzcamp

Alan Koffler

Wholesale supplier in New Mexico, Texas, Colorado and Wyoming. Services Military and Retail Accounts with grocery, frozen and dairy products.

WESTERN MILITARY SALES

P.O. Box 683
Lafayette, CA 94549
(415) 284-2385

Mel Coleman

Tom Coleman

Kelly Rogers

Nat Rogers

Full service military broker with representation in Western States and the Pacific.

WESTERN PUBLISHING COMPANY INC.

1220 Mound Avenue
Racine, WI 53404
(414) 633-2431

Thomas B. Sweetman

Joseph A. Marino

William Nahikian

James O'Donnell

Western produces books and activity products under four trademarks: Golden, Golden Press, Whitman and Scribner. Included are books, games, coin supplies, puzzles, and educational products.

WESTWOOD PHARMACEUTICALS, INC.

100 Forest Avenue
Buffalo, NY 14213
(716) 887-3472

Paula Turk

Westwood Pharmaceuticals, Inc., a subsidiary of the Bristol Myers Co., manufactures and markets dermatological products sold by prescription and over-the-counter. Westwood is headquartered in Buffalo, N.Y.

SB 10-500-204

WHITE BROKERAGE COMPANY

4201 Bounty Road
Virginia Beach, VA 23455
(301) 322-3332

Chet W. Tebo

Jeff Smith

Fred Zolonas

Manufacturers' Representatives.

WHITE'S FOOD PRODUCTS

2400 Union Street
Oakland, CA 94607
(415) 834-9915

Jean Gannett

Larry Greene

A supplier of quality bagged baking nuts, snack nuts and condiments. Product is available for all Military Commissaries and Exchanges worldwide.

SB 10-500-631

**WHITE'S MILITARY SALES
& SERVICE**

5222 Monroe Place
Hyattsville, MD 20781
(301) 277-1072

Erma M. White

Full service military distribution, Warehousing product. In-store merchandisers to assist broker/manufacturer in setting-up displays and all details relative to sound product merchandising.

WILSON FOODS CORPORATION

4545 Lincoln Boulevard
Mail Stop 25, P.O. Box 26724
Oklahoma City, OK 73105
(800) 654-8277

Dick Wallace

Dan Kolar

Jerry Mott

Kathy Murphy

Produces and sells ham, bacon, sausage, smoked sausage, franks, fresh pork, vacuum packed pork ('RECIPE READY BRAND') and shortening.

SB 10-500-075

THE WINE GROUP

177 Post
Suite 550
San Francisco, CA 94108
(415) 986-8700

Dale Turner

Arthur A. Ciocca

O. Lynn McShane

The nation's fifth largest domestic winery producing MOGEN DAVID, MD 20/20, TRIBUNO VERMOUTH and FRANZIA CALIFORNIA WINES for resale to package stores, clubs, exchanges, embassies, and veterans canteens worldwide.

WINTER HILL FROZEN FOODS, INC.

Ten Otis Street
Westboro, MA 01581
(617) 366-9601

Harold Rudnick

George Duchaine

Carla Ionnelli

Robert Nazarian

Distributor of frozen foods and chilled products to 17 commissaries in seven states (New England and Upper N.Y. state).

**WITT & ASSOCIATES OF ALASKA
INC.**

P.O. Box 3-368 E.C.B.
Anchorage, AK 99501
(907) 345-2600

Robert A. (John) Witt

Manufacturers' representatives specializing in frozen and dry goods made available for resale in all military commissaries in Alaska.

Wm. WRIGLEY, JR. COMPANY

410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121

J. M. Schumacher

Kurt Schalk

Robert Togtman

James O'Connor

Manufacturer and distributor of Wrigley chewing gum to military commissaries and exchanges worldwide.

SB 10-500-111

The Latest New ALA Members

The companies listed below joined the ALA as Industry Members after the main listing was assembled. Their inclusion brings the roster of company members up-to-date as of September 28, 1984.

The individuals listed here are *not* included in the **Index to ALA Members**; however, where applicable, the known address and phone number of corporate members is given if different from that shown for their company.

THE CLOROX COMPANY

Special Markets Sales

1530 Dunwoody Village Parkway
Suite 206
Dunwoody, GA 30338
(404) 396-2526

W. E. "Bill" Stanley, Military Sales Manager

S. A. "Sandy" Brawley, National Sales Manager—Special Markets/
1221 Broadway, Oakland, CA
94612/Tel: (415) 271-7061

Household consumer products including bleaches, hard surface cleaners, drain openers, charcoal, cat litter, air freshener and specialty food products. Represented by Francois L. Schwarz, Inc.

SB 10-500-138

EMBOS IMPORT-EXPORT-HANDEL

GmbH

Julianianstrasse 22
6000 Frankfurt/Main 1
West Germany
Tel: 069-590061

Telex: 414561 Icod

Jeffery Bosworth, President

Johann Embacker, Vice President

**EXCHANGE SALES and SERVICES,
INC.**

14934 Webb Chapel Road
Suite 34
Dallas, TX 75234
(214) 484-7122

Kenneth D. Stapp, President

Ed Poulter, Director of Marketing

Vickie East, Bookkeeper

Mike Kocsis, Salesman/20 Landing Road, Myrtle Beach, SC 29577/
Tel: (803) 626-9293

Worldwide sales and service organization to all military exchanges.

GARLAND INDUSTRIES, INC.

1 South Main Street
Coventry, RI 02816
(401) 821-1450

Louis A. Lanoie, Executive Vice President

Louise Lanoie, Treasurer

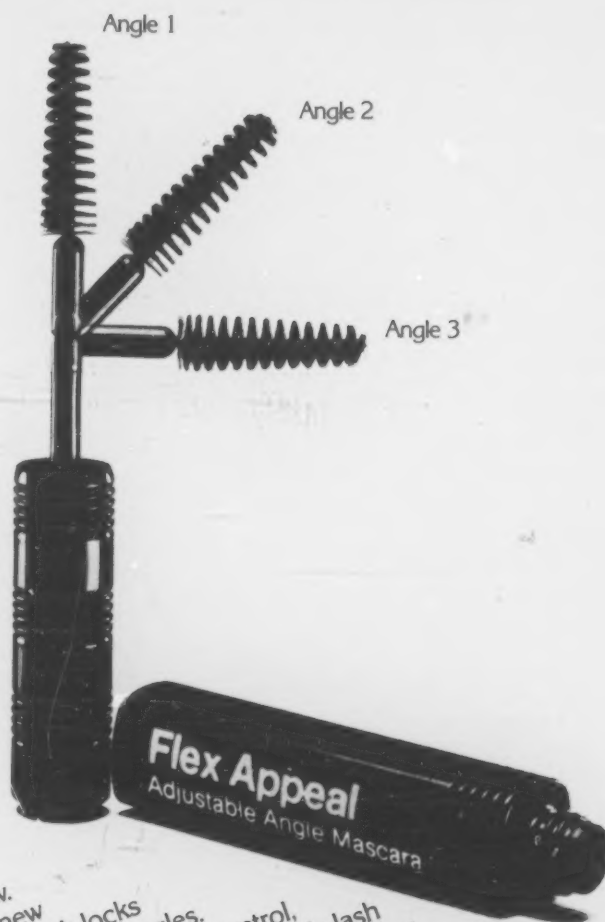
David Wischnowsky, Vice

President—Sales

Jerry W. Buterbaugh, Advertising & Marketing Manager

Revlon changes mascara forever!

© 1983 Revlon Inc.



Here. Now.
Revlon's new
mascara brush locks
into three different angles.
Moves in close for perfect control,
perfect application. It gets every little lash
and gets them good. With a wonderful new
waterproof formula that won't come off till you
take it off. Who but Revlon could make it happen?

NEW 'FLEX APPEAL'

The Adjustable Angle Mascara



REVLON

ALA BROKER & DISTRIBUTOR MEMBERS

Brokers & Manufacturers' Representatives

George E. Abbott & Co., Inc.
 Sy Abzug & Co.
 Admiral Exchange Co., Inc.
 Anstar-Sales & Marketing
 Associated Brands Int'l, Inc.
 Bisek & Company, Inc.
 CB Sales
 Century Sales
 Consolidated Military Sales
 Continental Military Marketing
 M. J. Daniel Company
 Donald W. Dickerson, Inc.
 Dixon Marketing, Inc.
 Don-Ron Company
 Dunham & Smith Agencies, Inc.
 L. J. Elkin, Inc.
 Emco Sales Company, Inc.

Eurpac Service, Inc.
 Exchange & Commissary Sales
 Fidelity, Inc.
 C. Forster GmbH
 Four-Way Brokerage
 Gateway Marketing
 Hamberger Enterprises, Inc.
 J. T. Hervey & Associates, Inc.
 Highplains Marketing Services
 Dick Hughes & Co., Inc.
 IMBA Sales Company
 International Mercantile GmbH
 J. D. International
 C. Lloyd Johnson Co., Inc.
 Joan M. Johnson Co.
 John K. Kealy Co.
 K n R Military Sales, Inc.

Lindale Marketing, Ltd.
 Loyal Trading Int'l, Ltd.
 Marketing Specialists Co.
 Midwest Military Brokers
 Milbrands, Inc.
 Mohawk Marketing & Co.
 V. H. Monette & Co.
 Monroe & Associates, Inc.
 Muncey Marketing Int'l
 Overseas Service Corp.
 Phoenix Int'l Marketing
 Pien-Jon, Inc.
 Rampart Marketing, Inc.
 Rep Brokerage Co.
 S & K Sales Co.
 Sarvis, Inc.
 S. Schwartz Sales

Francois L. Schwarz, Inc.
 Phil Singer Associates, Inc.
 Budd Steele Co.
 Harold S. Stein & Associates
 Swan Sales Corporation
 Telma Electronics GmbH
 3M Deutschland GmbH
 Trans-European Marketing
 Trinity Marketing Corp.
 Tri-West Distribution, Inc.
 W. D. Warren Co. KG
 Webco USA, Inc.
 Western Military Sales
 White Brokerage
 Witt & Associates of Alaska

Distributors

AGS Foods, Inc.
 American Pacific Transport Co.
 Associated Grocers of Colorado
 Paul Baker, Inc.
 Lewis Bear Co.
 Beverages, Foods and Services
 Industries, Inc.
 Bluebird Distributing Co.
 Bob's Distributing Co.
 Bourdreaux Distributing Company,
 Inc.
 Burke Distributing Co., Inc.
 C & S Wholesale Grocers
 California & Washington Co.
 California Military Distributors, Inc.
 California Pacific Associates
 Century Sales, Inc.
 Chadwick Distributing, Inc.
 Chalmers Distributors, Inc.
 Cressey Dockham & Co., Inc.
 D & H Distributing, Inc.
 Dykstra Sales

Federated Military Sales Corp.
 Flash Steak Co., Inc.
 Fleming Companies, Inc.
 Food Service Co. West Florida, Inc.
 Front Range Distributors
 Glaser Bros., Inc.
 Golden Food Products
 Goya De Puerto Rico, Inc.
 B. Green & Company
 Greenspot, Ltd.
 H & H Foods, Inc.
 Hamberger Enterprises, Inc.
 Hawaii Meat Co., Ltd.
 Herbert Halperin Dist. Corp.
 Hoerter Provision Co., Inc.
 Hudson-Thompson, Inc.
 M. O. Carroll Military Sales Div.
 JFC International, Inc.
 Jillson Distributors
 Johnson Bros. Distributors
 Alfred M. Lewis, Inc.

M. Loeb/Tidewater Wholesale
 Grocery Corp., Inc.
 Lykes Pasco Packing Co.
 Merritt Sales
 Mexim Co., Inc.
 Midwest Food Distributors, Inc.
 Military Distributing Company
 Military Distributors of Virginia, Inc.
 Military Sales & Distribution
 Muncey Marketing Int'l
 Nalley Fine Foods, Inc.
 National, Inc.
 National Industries for the Blind
 New Century Beverage Company
 Norton Food Co., Inc.
 Pantry Shelf
 Plantation-Sysco
 Post Sales & Service, Inc.
 Potomac Food Distributors
 S. Praver & Company
 Quality Brands Distributing

C. B. Ragland Company
 Richfood, Inc.
 Safeway Stores, Inc.
 Scrivner, Inc.
 Select-Sysco Foods, Inc.
 Service Deli, Inc.
 J. A. Sharoff & Company
 Specialty Food Distributors
 A Div. of Bud Suarez, Inc.
 Spillman Company, Inc.
 Sterling Downey Sales Co.
 Sweeney & Company
 Sweet Life Foods/Northboro Division
 Tasty Distributing, Inc.
 Tolona Pizza Produkte GmbH
 Tri-State Wholesale Associated
 Grocers
 Tri-West Distribution, Inc.
 West Coast Grocery Co.
 Western Grocers, Inc.
 Winter Hill Frozen Foods

Note: For more detailed information about these companies and the services they provide see "ALA Industry Members," pages 17-39.
Current as of September 30, 1984.

M/S **McCORMICK/SCHILLING** **TRAVELS TO** **25 COUNTRIES FOR** **THE WORLD'S GREATEST** **SPICES.**

Last year we traveled approximately 126,982 miles, to 25 different countries on 5 continents in search of ginger, vanilla, paprika, and 84 other fine spices, seasonings, and extracts.

Because we know to provide the world's finest herbs and spices, we have to go where the

most flavorful plants grow. And most of the time it's not the good ol' U.S. of A.

At McCormick/Schilling, we don't have to travel to the ends of the earth for our products, but when it comes to choosing real spices for dinner your customers won't accept anything less.





America's Finest Deserve America's Favorite.

Every one of Smucker's® 24 flavors is naturally made with the choicest fruits.
The reddest raspberries. The plumpest strawberries. The juiciest Concord grapes.

Never any preservatives or artificial flavoring. After all,
nothing is too good for the men and women who serve our country.

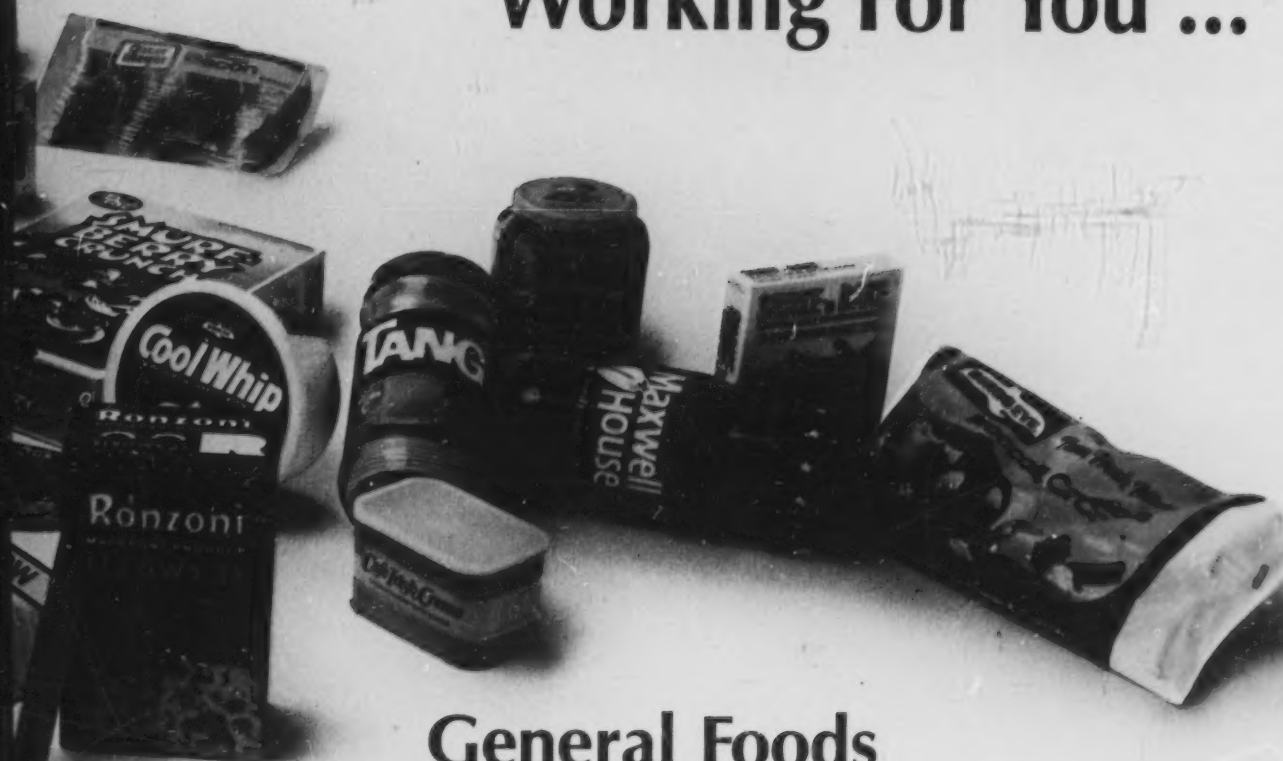
With a name like Smucker's, it has to be good.®

Represented by Dixon Marketing, Inc.
Smucker's is a registered trademark of The J.M. Smucker Company.



GENERAL FOODS MAXWELL HOUSE

You Have a General Working For You ...



General Foods

The General and his troops deliver the products and services a commissary operator needs. And they deliver even to the most remote commissary.

And what does General Foods deliver? All those quality products with brand names like Maxwell House® and Post®, Jell-O®, Oscar Mayer®, and Entenmann's®. Brands U.S. military families grew up with, remember and trust.

And how does General Foods deliver? Well, for example, promotion merchandise could be shipped prepriced with an eye towards saving you time on pricing and sorting. It could even be a complete modular display, all on one pallet, ready for the floor. And all merchandise is shipped with 30-day dating. Like this idea? Contact one of our regional offices listed below.

And who represents General Foods? Your GF field representative, a commissary specialist dedicated to providing you with the best possible service, backed by a distribution system second to none in the industry. Further, you get the benefit of quality advertising programs and military consumer promotions supported by point-of-sale materials that are proven traffic builders.

This General's stars are well earned because this General works for you. . .delivering quality products and services geared to you, the commissary operator.

General Foods Works for You.



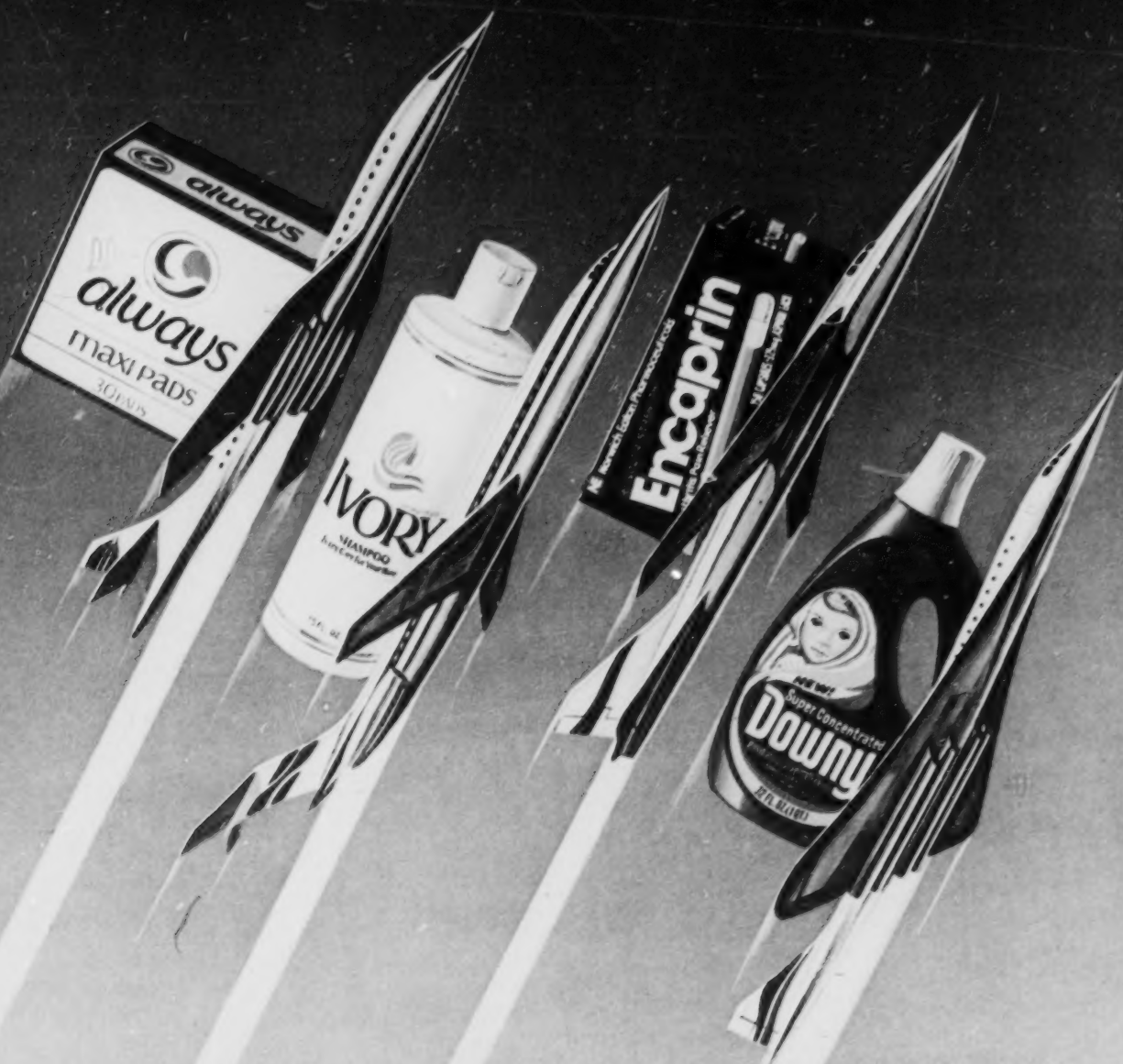
OSCAR MAYER • MINUTE • RICE • BIRDS EYE • POST • JELL-O • RONZONI • ENTENMANN'S • KOOL-AID

trademarks of General Foods Corporation. OSCAR MAYER is a registered trademark of Oscar Mayer Foods Corporation. ENTENMANN'S is a registered trademark of Entenmann's, Inc.
©1984 General Foods Corporation

General Foods U.S. Military regional offices

**Northeast 1 (804) 422-8320
Southeast 1 (404) 455-0231**

**Central 1 (817) 261-6461
Western 1 (415) 639-5003**



Were you on board for takeoff?

When a new product begins to take off, your customers are curious about it. They get interested in trying it. Even come looking for it.

If it's not on your shelves, they're disappointed. And of course, so are you. You've lost a golden opportunity to get in on the excitement of the product launch.

Your P&G sales people can help. They can show you how to capitalize on new-product advertising and promotion. How to stock and merchandise new P&G brands for maximum sales.

Remember, your P&G sales people are

consumer marketing experts who devote full time to the military market. They know what works in commercial stores; they can offer you the same kinds of opportunities. And they have the new products your customers are looking for.

Like Encaprin, for arthritis sufferers. Ivory shampoo. Always Maxi Pads. And Super Concentrated Downy fabric softener.

Don't miss the next big takeoff. Let your P&G people get you all set. Then fasten your seat belt for an exciting ride!



Procter & Gamble



IF YOUR SPICE CENTER ISN'T A TOP SALES CENTER, START DOING BUSINESS WITH DURKEE.®

Because at Durkee,
the way our people service you
means more sales for you.

Durkee Retail Merchandisers are trained and qualified to service your spice and seasoning center in a way that results in minimum inventory without out-of-stock problems.

They erect and maintain hard-selling displays and keep you informed on new items, promotions, and merchandising ideas.

They unfailingly keep your shelves properly stocked to take full advantage of seasonal movement, by item, by product. Promoting the right

spices at the right time of the year.

As part of their daily job, our people assume complete responsibility, where allowable, for the spice, extract, and seasonings department. They order, price, stock, rotate, dust, and even take care of periodic department overhauls.

So when you start doing business with Durkee, you get dependable professional help from our Retail Merchandisers, whose prime job is to increase sales in your spice center, and help you realize the full potential of the Durkee line.

And there are
more sales for you in these other
Durkee products, too.

Because Durkee is a spice company, and a whole lot more.

Durkee is french fried onions, potato sticks, olives, barbecue sauce, sauce and gravy mixes, coconut, cherries, pickles, onions, hors d'oeuvres, Famous Sauce, canned fish and seafood, cooking wines, and cake decorations. In fact, Durkee is over 350 different products.

Products that mean more sales for you.

Durkee
SCM DURKEE FAMOUS FOODS
SCM CORPORATION

24600 Center Ridge Road, Westlake, Ohio 44145. Phone 216-771-5121.



*who makes the military
market pur-r-r?*



Purina® gives military pets a balanced diet. D & S, their military marketing agency, feeds Purina the same kind of fare. Dunham & Smith mixes a hearty portion of service with plenty of specialized knowledge — for healthy, growing, world-wide sales. Maybe that's why all D & S principals are such happy cats. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



*who books the business
in the military market?*



Dunham & Smith's record makes good reading, too. As military marketing agency for Western Publishing Co., and a limited number of other prime principals, D & S never lets you "lose your place" — on book shelves, or any other shelves. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



*who puts the smile
on the military face?*



Colgate® toothpastes have protected generations of healthy, bright, military smiles. D & S has represented Colgate-Palmolive Company for 20 years. Colgate® puts the smile in the military market. D & S keeps it there! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

*who clears
up military
congestion?*



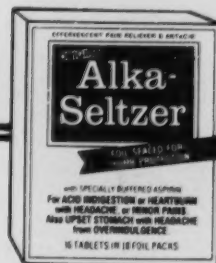
Robitussin provides continuous decongestant action. So does Dunham & Smith their military marketing agency. Fast action, sales action . . . for a limited number of top brand name manufacturers who feel better all day, sleep better all night and breathe easier because of the unique and effective D & S action formula. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



*who has hot sales
in military freezers?*



D & S and United Foods make military frozen foods sales sizzle with hot selling brands like WINTER GARDEN and STOKLEY'S. If your frozen food sales are frigid, call us and we'll show you how to turn your frozen assets into cold cash. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



*who cures military
marketing headaches?*



Dunham & Smith, plus Alka Seltzer®, gives you quick relief from military market upsets. The D & S sales philosophy "bubbles", (like Alka Seltzer®). It's especially effective taken *before* an upset occurs. Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.



*who fries the fish in
the military market?*



D & S and Rupert's CERTI-FRESH... That's who! Dunham & Smith's worldwide services keep them and a limited number of other top brand name manufacturers in the swim. If your military sales are drowning, we can help. And that's no fish story! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

*who kills
military
marketing
bugs dead?*



S.C. Johnson's RAID is the world's leading insect executioner. They chose Dunham & Smith to handle their military marketing. If you've got "bugs" in your military sales, call us. We'll crawl all over them! Dunham & Smith Agencies, Inc., 39 Lewis Street, Greenwich, Connecticut 06830.

SHOPPING IN YOUR COMMISSARY IS LIKE SHOPPING BACK HOME



Wherever you serve, you'll find these Best Foods Family Favorites

Your commissary carries such favorites as Hellmann's and Best Foods Mayonnaise, Skippy Peanut Butter, Mazola Oil and Margarine, and Golden Griddle — Best Foods Family Favorites around the world.

And now Mueller's pasta has joined this family of fine products.

Keep in touch with home by choosing and serving these familiar Family Favorites wherever you're based. They're good...they're wholesome
...they're tasty — they are Best Foods.

Best Foods®

a Unit of Best Foods North America • Englewood Cliffs, N.J. 07632

INDEX TO ALA MEMBERS

How to use this listing: This membership listing provides a complete alphabetical roster of all classifications of ALA individual members as of August 17, 1984. Included are the names of individuals found in the **ALA Industry Members** listing (see pages 17-39) who, for various reasons, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, N.W./Suite 500, Washington, D.C. 20005; Telephone: (202) 466-2520/Telex: 757245.

This listing will also indicate, where applicable, an individual's affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

- | | | |
|--------------------------------------|---|---|
| (01) Alamo Chapter | (07) Hawaii Chapter | (12) Peachtree Chapter |
| (18) Arizona Chapter | (08) Japan Chapter | (14) Rocky Mountain Chapter |
| (02) Baltimore Chapter | (23) Jersey-Penn-Del Chapter | (15) Southern California Chapter |
| (03) Carolina Chapter | (05) Midwest Chapter | (22) Southwest Chapter |
| (06) Central European Chapter | (09) New England Chapter | (21) Tampa/South Florida Chapter |
| (19) Delta Chapter | (17) New York Chapter | (20) Texoma Chapter |
| (13) Gulf Area Chapter | (10) Northern California Chapter | (16) Washington, D.C. Chapter |
| (04) Hampton Roads Chapter | (11) Northwest Chapter | (98) Member-at Large |

Note: ALA's Life Members are identified by (L).

- | | | | |
|---|---|--|---|
| Aalbrecht, W. P. (05)
Overseas Mil. Sales Mgr.
Swift & Company
1919 Swift Drive
P.O. Box 480/
Oak Brook, IL 60521
312-850-5742 | Agliano, A.B. (13)
Military Sales Manager
Lykes Pasco Packing Co.
P.O. Box 97
Dade City, CA 34297
904-567-5211 | Allen, Claude W. (03)
Southeast Div. Manager
Eupac Service, Inc.
P. O. Box 32067
Charleston, SC 29407
803-763-8930 | Alvis, Jeff (16)
Area Sales Manager
Webco
P.O. Box 1140
Alexandria, VA 22313 |
| Abbadessa, Philip P. (05)
Anheuser-Busch Inc.
Eagle Snacks, Inc.
One Busch Place
St. Louis, MO 63118
314-577-4089 | Aiken, Harrison (06)
President
Gateway Marketing, Inc.
Schleiserstr. 6
6200 Wiesbaden
West Germany | Allen, Donald F. "Bud" (15)
Senior Vice President
Tropic-Cal, Inc.
2600 S. Broadway
Los Angeles, CA 90007
213-747-4361 | Amendola, Leonard F. (04)
Military & Govt. Sales Mgr.
Welch Foods, Inc.
202 Santa Clara Drive
Richmond, VA 23229 |
| Abbott, Larry (10)
Western Regional Sales Mgr.
Overseas Service Corporation
11887 Dublin Blvd.
Suite B-105
Dublin, CA 94568
415-829-8450 | Akers, Dee F. (10)
Military Sales Manager
Select Sysco Foods, Inc.
6260 Camellia Drive
Winton, CA 95388
209-358-3013 | Allen, Eugene R. (05)
Director Mktg.
Confections Group
P.O. Box 25
Skokie, IL 60076
312-673-7200 | Ames, Mr. Bill (15)
Overseas Service Corporation
747 1/2 Barris Dr.
Fullerton, CA 92632 |
| Abbott, Mr. Allen (17)
President
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412 | Aksamit, Mr. E. W. Mike (14)
Eupac Service, Inc.
7084 So. Cherry Drive
Littleton, CO 80122
303-770-3552 | Allen, Mr. Joseph (15)
M.L. Marketing Specialist
Alfred M. Lewis, Inc.
3021 Franklin Avenue
Riverside, CA 92520
714-684-0170 | Amick, Mr. William (01)
National Sales Mgr.
Mennen Company
903 Mt. Ranier Drive
San Antonio, TX 78213
512-341-4577 |
| Abello, Mr. Dominador (08)
Sales & Service Rep
California Pacific Assoc.
C/O Domabel, P.O. Box 546
Manila 2800
Philippines Republic
63-534-4050 | Albrecht, Donald (05)
Federated Military Sales Corp.
3025 W. Salt Creek Lane
Arlington Hts., IL 60005
312-577-1200 | Allerding, Ms. Robin (14)
Military Sales Representative
Pentax Corporation
35 Inverness Drive East
Englewood, CO 80112 | Amistadi, A. Pat (15)
President
AGS Foods, Inc.
P.O. Box 87
Calimesa, CA 92320
714-795-4061 |
| Abzug, Mr. Peter (16)
Sy Abzug & Co.
6309 Carnegie Drive
Bethesda, MD 20817
301-493-4405 | Alcaria, Dorothy R. (10)
Harold S. Stein & Assoc.
2658 Bridgeway
Sausalito, CA 94965
415-332-6651 | Allison, R. G. (02)
Mgr. Specialty Confections
Hershey Chocolate Co.
19 East Chocolate Avenue
Hershey, PA 17033
717-534-4463 | Amistadi, Martha S. (15)
Treasurer
AGS Foods, Inc.
P.O. Box 87
Calimesa, CA 92320
714-795-4527 |
| Abzug, Mr. Sy (16)
Sy Abzug & Co.
Post Office Box 1768
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303-449-3779
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West Germany
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- Brown, Arnold (16)
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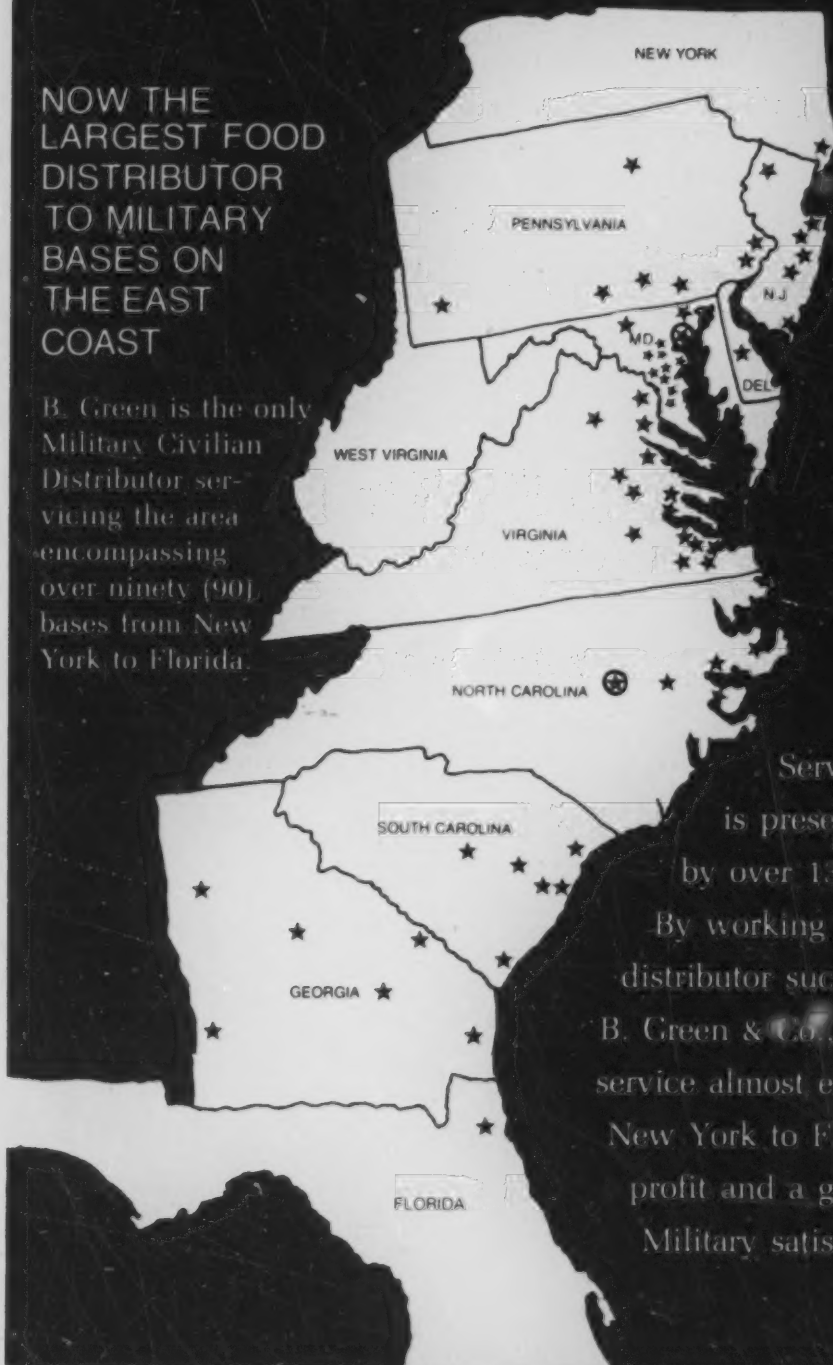


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West Germany
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See page 51 for key to chapter codes.

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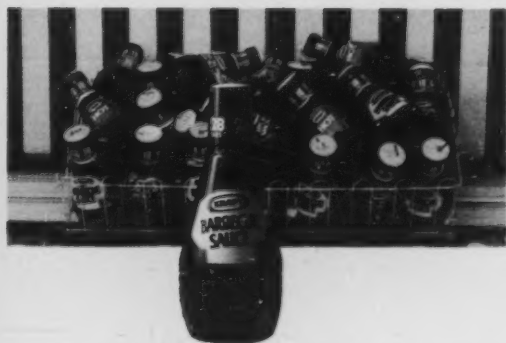
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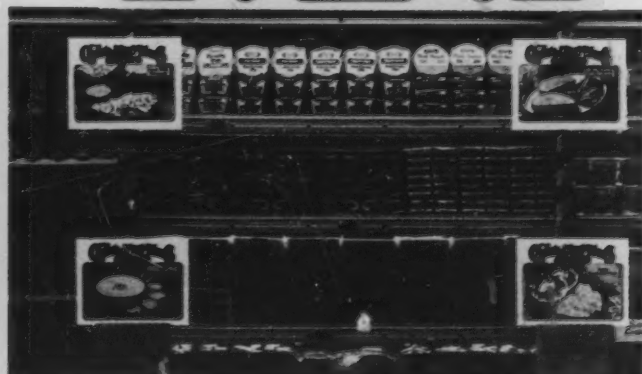
After your patrons let your Kraft rep help guide

"A taste of home" comes to military families around the world, thanks to this Kraft recipe ad which will run in six different military magazines. It's filled with tempting American regional dishes using Kraft products as well as related items, so get ready for your patrons who will be asking you for all the ingredients.

Your Kraft representative can help you help them—with bright, irresistible displays like the ones shown here. So be sure to ask your Kraft rep how to make the most of these ideas. And make your patrons feel right at home.



Add some spice to their lives—display plenty of our barbecue sauce.



The Southwest

KRAFT BRINGS YOU A TASTE OF HOME

Wagon Train Ribs

Ribs with true southwestern flavor—tangy barbecue sauce and chilies.

4 lbs. pork back ribs, cut into 3-rib portions	1 4-oz. can chili powder	1 teaspoon pepper	1 28-oz. bottle KRAFT Barbecue Sauce
1 4-oz. can chopped green chilies		2 medium onions, quartered	

Place ribs on rack of broiler pan. Season with chili powder and pepper. Bake at 350° 1 hour. Place ribs in Dutch oven; top with remaining ingredients. Cover; continue baking 1 hour or until tender, turning once. Serve sauce over ribs, with rice or Italian bread slices. 6 to 8 servings.

Pan de Elote

Means "bread of corn" in Spanish. A delicious, hearty bread that's great for casual entertaining.

1/4 cup KRAFT Margarine	1/4 cup (2 oz.) shredded KRAFT Longhorn Style Mild Natural Cheddar Cheese
1/4 cup sugar	1 cup flour
4 eggs	1 cup cornmeal
1 17-oz. can cream style corn	4 1/2 teaspoons baking powder
1 4-oz. can chopped green chilies, drained	1/2 teaspoon salt
1/2 cup (2 oz.) shredded CASINO Brand Natural Monterey Jack Cheese	

Beat margarine and sugar until light and fluffy. Blend in eggs. Stir in corn, chilies, monterey jack and cheddar cheese. Add combined dry ingredients, mixing just until moistened. Pour into greased and floured 12 x 8-inch baking dish. Bake at 325° 50 to 55 minutes or until wooden pick inserted in center comes out clean. Serve warm.

Appearing in Army/Navy/Air Force Times, Family, Ladycom, American Forces TV Guide and R & R.



Ask your Kraft rep to help you help your patrons.
© 1984 Kraft, Inc.

Our recipe calls for Kraft cheese, so show your customers where it is with a display like this.

get a taste of this ad them to these tasty displays.

WHEN YOU'RE AWAY FROM HOME

Adobe Bean Salad

A tasty and economical side dish.
Take it to your next cookout.

- | | |
|--|--------------------------------|
| 1 15-oz. can red kidney beans, drained | Thousand Island Dressing |
| 1 15-oz. can garbanzo or white kidney beans, drained | 1/2 cup chopped green pepper |
| 1/2 cup celery slices | 3 tablespoons chopped pimiento |
| 1/2 cup KRAFT Bacon and Tomato or | Lettuce |

Combine ingredients; mix lightly. Chill. Mix lightly before serving. Serve in lettuce-lined bowl. 6 servings.

Santa Fe Mac Salad

A rice-corn salad with a little zing.
Cook pasta "al dente"—tender, but firm enough to chew.

- | | |
|---|------------------------------------|
| 1 7 1/2-oz. pkg. KRAFT Macaroni and Cheese Dinner | 1/2 cup pitted ripe olive slices |
| 1 cup chopped zucchini | 1/2 cup radish slices |
| 1/2 cup KRAFT Real Mayonnaise | 2 tablespoons green onion - slices |
| | 1/2 teaspoon rubbed sage |

Prepare Dinner as directed on package. Add remaining ingredients; mix well. Chill. Add additional mayonnaise before serving, if desired. Garnish with radish and parsley.

6 to 8 servings.
Variation: Substitute 1/2 cup chopped red pepper for radish slices.

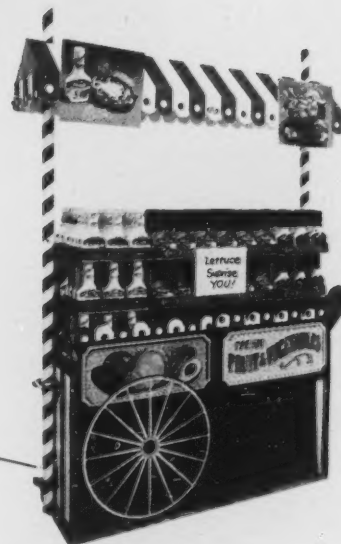
New Mexican Flan

A traditional southwestern favorite with an innovation—cream cheese.

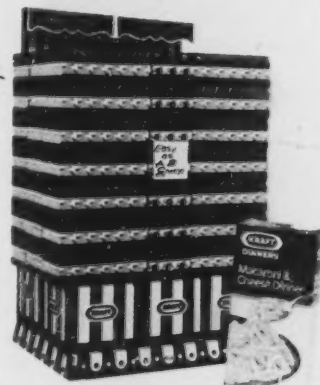
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|--|--------------------|
| 20 KRAFT Caramels | 1/2 cup sugar |
| 2 tablespoons water | 1 teaspoon vanilla |
| 1 8-oz. pkg. PHILADELPHIA BRAND Cream Cheese, softened | 2 cups milk |
| | 6 eggs |

Melt caramels with water over low heat, stirring until smooth. Pour into greased 9-inch layer pan. Combine cream cheese, sugar and vanilla, mixing at medium speed on electric mixer until well blended. Add eggs, one at a time, mixing well after each addition. Blend in milk. Slowly pour mixture over caramel sauce. Set layer pan in baking pan on oven rack; pour in boiling water to 1/2-inch depth. Bake at 350° 1 hour or until knife inserted near center comes out clean. Remove from water immediately; cool 5 minutes. Invert onto serving plate. Serve warm or chilled. 6 to 8 servings.

Note: To remove, loosen edge of flan by carefully running tip of knife or metal spatula around rim, then invert on serving dish.



Our dressings are all ready to go, right into their shopping carts!



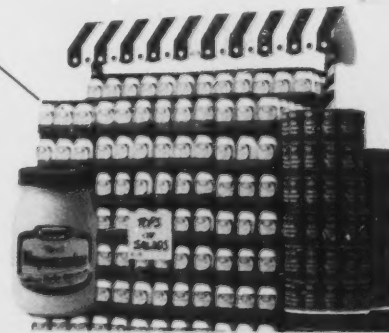
They'll need this family favorite—guide them with this colorful display.



Be sweet to them—make our caramels easy to find.



A display like this will make everyone want this creamy favorite.



A tempting display of our creamy mayonnaise will help smooth the way.

ALL IN THE FAMILY



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Vita Gold Apple Juice	•	•	•	•	•	•
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Vita Gold Cranberry Juice	•	•	•	•	•	•
Vita Gold Fruit Punch	•	•	•	•	•	•
Breakfast Orange Drink	•	•	•	•	•	•
	12 oz. Concentrate		16 oz. Concentrate		6 oz. Concentrate	
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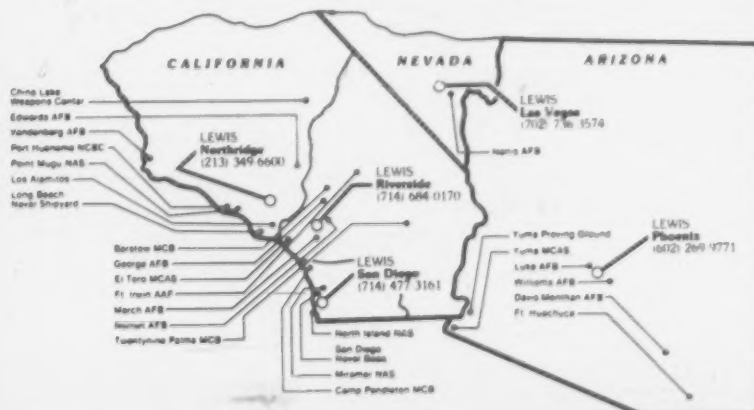
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See page 51 for key to chapter codes.

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Front Range Distributors
735 Valley Street
Colorado Springs, CO 80915
303-574-2823
- Holcomb, Gary D. (16)
Manager
At & T Communications
1120 20th St. N.W.
4th Floor
Washington, DC 20036
- Holes, Brad W. (05)
National Sales Mgr.
Holes-Webway Company
2815 Clearwater Road
St. Cloud, MN 56301
612-251-3822
- Holies, Mr. William W. (05)
President
Holes-Webway Company
2815 Clearwater Road
St. Cloud, MN 56301
612-251-3822
- Holland, C. A. (02)
Military Field Sales Manager
S. C. Johnson & Son, Inc.
1614 Jeffers Road
Towson, MD 21204
304-825-8342
- Hollering, L. Karl (17)
V.P.-General Mgr.-Ap Division
Colgate-Palmolive Company
300 Park Avenue
New York, NY 10022
212-310-2353
- Holloway, Mr. Thomas (13)
4325 Timor Place
Sarasota, FL 33583
- Holmes, Mr. John H. (06)
Chairman
Trans European Marketing, Inc.
Feldbergstrasse 25
6000 Frankfurt/Main
West Germany
61-172-3458
- Holmstrom, Mr. Edward A. (07)
338 Ilmialia Loop
Kailua, HI 96734
808-254-4828
- Holstein, Mr. King (01)
Director Military Acct.
Sweeney Co.
2330 Roosevelt
San Antonio, TX 78210
512-533-1281
- Holszweg, Mr. Irvin (04)
Vice President
Golden Food Products, Inc.
83 Jefferys Drive
Newport News, VA 23606

- Holzcamp, Ray (14)
Vice President
Western Grocers, Inc.
4120 Brighton Blvd.
Denver, CO 80217
303-297-3663
- Homans, Fritz (06)
Territory Manager
Carnation Company
Gebersdorfer Str. #266
8500 Nuremberg 60
West Germany
91-168-3823
- Hooper, Joyce (15)
Military Coordinator
Alfred M. Lewis, Inc.
3021 Franklin Avenue
Riverside, CA 92520
714-684-0170
- Hoover, Mr. George O. (04)
U.S. Army-Retired
2400 Danville Street
Hopewell, VA 23860
804-458-6017
- Hopkins, Jr., Mr. George (10)
District Manager
Continental Mil. Mktg. Inc.
1421 Stanley Way
Escondido, CA 92027
- Horn, Don (19)
Owner
H & H Foods, Inc.
P.O. Box 5561
Shreveport, LA 71105
318-221-8861
- Horran, Thomas (05)
Vice President Sales
Blue Star Foods, Inc.
1023 Fourth Street
Council Bluffs, IA 51501
712-322-0203
- Horschel, Mr. William E. (10)
General Foods Corporation
2482 Del Monte Street
Livermore, CA 94550
- Horton, Mr. Gerald W. (09)
3 Reading Terrace
Reading, MA 01867
- Hoskins, Mr. Martin F. (14)
Johnson & Johnson
7024 Queen Street
Arvada, CO 80004
- Hoth, Mr. Robert J. (11)
1218 West Alderson
Bozeman, MT 59715
- Hotson, Paul D. (14)
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Nabisco Brands USA
P.O. Box 5706 T.A.
Denver, CO 80217
303-457-4194
- Hotz, Mike (16)
Area Sales Manager
Webco
P.O. Box 1140
Alexandria, VA 22313
- Holz, Mr. John (06)
Overseas Sales Manager
C. Lloyd Johnson Co., Inc.
Panoramastr. 7
6901 Wiesenbach
West Germany
6-223-5710
- Houghton, Mr. Myron Kenneth (10)
4431 Durer Parkway
Sacramento, CA 95823
- Howard Ret., Lc. Joseph S.
405 Willow Oaks Blvd.
Hampton, VA 23669
- Howard, Mr. Paul (01)
Waverly Group, Inc.
400 S. Zang, Suite 517
Dallas, TX 75208
- Howe, Mr. Charles (09)
22 Bayberry Road
Westford, MA 01886
- Howell, J. W. (05)
National Sales Manager
Miles Laboratories, Inc.
P. O. Box 340
Elkhart, IN 46515
219-264-8305
- Howell, Mr. Roy (07)
Sales Manager
C. Lloyd Johnson Co., Inc.
95-264 Kaopua Loop
Mililani Town, HI 96789
808-847-1191
- Hoy, Mr. Allen N. (11)
Vice President
West Coast Grocery Company
Post Office Box 929
Auburn, WA 98002
206-593-3145
- Huehn, Jerry H. (06)
General Manager
C. Forster GmbH
Martin-Luther-King-Strasse 24
Hanau/Main 1 D-6450
F. R. Germany
61-818-1048
- Hughes, Mr. Dick (01)
President & Owner
Dick Hughes & Co., Inc.
100 Moss Drive
San Antonio, TX 78213
512-344-6880
- Hughes, Mr. Joseph (04)
Birtcherd Dairy, Inc.
1600 Monticello Avenue
Norfolk, VA 23501
- Hughes, Mr. William E. (07)
St. John Vianny Parish
920 Keolu Drive
Kailua, HI 96734
- Huizenga, Otto (14)
Unknown Otto Sales
4570 E. Yale Ave.
#304
Denver, CO 80222
303-758-5463
- Hull, Mr. Don (17)
U.S. Sales Manager
Off Duty Enterprises
250 East 63rd Street
New York, NY 10021
212-751-8464
- Hume, Bruce (05)
Marketing Mgr. Military/Export
J. M. Smucker Co.
Strawberry Lane
Orrville, OH 44667
216-682-0015
- Hunter, Mr. Don J. (11)
Territory Manager
General Mills, Inc.
8215 42nd Avenue, N.E.
Seattle, WA 98115
206-524-2609
- Hunter, P. H. (03)
Nat'l Mil. & Inst. Accts. Mgr.
Liggett & Myers Tobacco Co.
W. Main & Fuller Streets
Durham, NC 27702
919-683-9290
- Huntley, Mr. Richard J. (05)
Sales Manager
N. K. Hurst Company
1606 Northwood Drive
Indianapolis, IN 46240
317-257-4527
- Hurin, Mr. James E. (13)
Francois L. Schwarz, Inc.
5011 Meirow Ct.
Tampa, FL 33624
813-963-7365
- Hurst, Mr. Needham S. (05)
President
N. K. Hurst Company
P. O. Box 985
Indianapolis, IN 46225
317-634-6425
- Hurst, W. C. (05)
Exec. Vice President
N. K. Hurst Company
P.O. Box 985
Indianapolis, IN 46204
317-634-6425
- Hussy, John (02)
V.P. Business Development
Borden, Inc.
3655B Old Court Road
Pikeville, MD 21208
- Hyatt Jr., Mr. Thomas L. (04)
Carnation Co.
1640 Black Watch Lane
Virginia Beach, VA 23462
- Hyde, Theodore A. (17)
Executive Vice Pres.
Mentholum Company
1360 Niagara Street
Buffalo, NY 14213
716-882-7660
- Hyden, Bill (01)
Central Regional Manager
Tree Top, Inc.
3421 Archway Court
Arlington, TX 76016
817-429-9707
- Hyon, Shin Song (98)
Korean Office Manager
Overseas Service Corp.
Yongsan P.O. Box 2
Seoul 140
Korea
- Ianelli, Carlo (09)
V. P. Marketing
Winter Hill Frozen Foods, Inc.
10 Otis Street
Westboro, MA 01581
617-366-9601
- Iantuono, Connie (09)
National Accounts Assistant
A. T. Cross Company
One Albion Road
Lincoln, RI 02865
401-333-1200
- Imhoff, Mr. Gary L. (10)
Unit Manager
Colgate-Palmolive Company
41815 Mission Creek Drive
Fremont, CA 94538
- Ingber, Mr. Dick (01)
Sales Manager
C. Lloyd Johnson Co., Inc.
5010 Risada
San Antonio, TX 78233
512-656-2328
- Inouye, Kazu (07)
Mktg & Sales Manager
Hawaii Meat Company Co., Ltd.
P. O. Box 3259
Honolulu, HI 96801
808-845-2941
- Inouye, Mr. Tom (08)
Shibuya P.O. Box 10
Tokyo 150
Japan
- Inouye, Mr. Walter T. (07)
Carnation Company
1210 Auahi
Suite 211
Honolulu, HI 96814
- Irwin, Mr. Pat (18)
Military Mktg/Admin. Mngr.
Armour-Dial Company
Station #625
111 W. Clarendon Ave.
Phoenix, AZ 85077
602-248-5159
- Isbell, Donald (20)
Liggett & Myers Tobacco Co.
4011 Featherston
Wichita Falls, TX 76308
817-692-6775
- Ives, Mr. Robert L. (02)
Dir. Sales & Marketing
Trinity Marketing Corp.
P. O. Box 804
Valley Forge, PA 19482
215-687-2970
- Ivey, Mr. Thomas C. (16)
Eastern Area Sales Manager
Thomas J. Lipton, Inc.
10405 Stone Ridge Lane
Vienna, VA 22180
703-281-3013
- Izze, Richard (16)
Herbert Halperin Dist. Corp.
2421 Schuster Dr.
Cheverly, MD 20781
301-322-3040
- Ja, Miss Im Gil (98)
California Pacific Associates
C/O Peter Choi
CPO Box 9577
Seoul, Korea
- Jacobson Sr., John (20)
President
National Beef Packing Co.
Post Office Box 978
Liberal, KS 67901
316-624-1851
- Jannsen, Mr. David (01)
Vice President
American Vitamin Company
P.O. Box 170185
Arlington, TX 76003
817-478-8192
- Janson, Mr. Lou (09)
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Portland, ME 04104
207-775-0223
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261 Thompson Place
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- Jared, Mr. Jerry H. (04)
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Military Distributors of VA
Box 12733
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804-855-0114
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Madison, WI 53704
608-241-3311

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- Jean II, Edwin L. (16)
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301-984-0228
- Jenkins, George (06)
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Oberschbacher Strasse 118
6380 Bad Homburg,
West Germany
- Jenkins, Jr., James P. (04)
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Norton Food Company, Inc.
P. O. Box 280
Urbana, VA 23175
804-758-2335
- Jennings, Mrs. Grace A. (09)
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Lynnfield, MA 01940
- Jernigan, Joni (21)
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290 Tunnel Road
Milton, FL 32570
904-438-7601
- Jillson, Fred (15)
Jillson Distributors, Inc.
8221 Arjons Drive #A
San Diego, CA 92126
- Jillson, James K. (15)
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Fairfax, VA 22032
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San Francisco, CA 94119
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Ridgefield, CT 06877
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- Johnson, Johnnie O. (07)
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Ewabeach, HI 96706
808-373-4533
- Johnson, Lemaun (10)
Supervisor
Johnson Brothers Distr.
66 Bonaventura Dr.
San Jose, CA 95134
408-263-4417
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C. Lloyd Johnson Company, Inc.
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Norfolk, VA 23505
804-423-2832
- Johnson, Mr. Donald E. (05)
Nat'l Sale Manager
Upjohn Company
9210-88-97, Consumer Products
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Kalamazoo, MI 49001
616-323-6333
- Johnson, Mr. George E. (05)
President
Johnson Products Co., Inc.
8522 South Lafayette Ave.
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312-483-4100
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Ridgefield, CT 06877
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209-474-2913
- Johnson, Mrs. Joan M. (07)
Owner
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808-373-4533
- Johnson, Richard L. (10)
Senior Vice President
Shasta Beverages, Inc.
26901 Industrial Blvd.
Hayward, CA 94545
415-783-3200
- Johnson, Stuart M. (15)
Western Region Manager
Warner-Lambert Company
Military & Special Mkts. Div.
5335 East La Palma Avenue
Anaheim, CA 92803
714-970-7049
- Johnson, William (05)
National Sales Mgr.
Coin Acceptors, Inc.
4946 Daggett Avenue
St. Louis, MO 63110
- Johnston, Mr. L. M. (13)
Mgr/Mil & Instit. Sales-Field
R. J. Reynolds Tobacco Co.
5329 Fairmont Street
Jacksonville, FL 32207
904-396-5689
- Jones, Dudley (01)
Director, Special Markets
Coca Cola Co. Foods Div.
P.O. Box 2079
Houston, TX 77001
713-868-8588
- Jones, Mr. Kenneth R. (02)
Dunham & Smith Agencies, Inc.
403 Hardin Drive
Joppa, MD 21085
301-679-5331
- Jones, Mr. Richard L. (13)
Dunham & Smith Agencies
1760 Tanglewood Drive N.E.
St. Petersburg, FL 33702
813-526-4277
- Junco, Rene T. (01)
Director, Finance & Admin.
Beverages, Foods & Service
Indus. Inc., Sub Pepsico, Inc.
5310 Harvest Hill Rd.
Dallas, TX 75230
- Jung, Peter (05)
V.P. Sales & Marketing
Master Lock Co.
2600 32nd St.
P.O. Box 10367
Milwaukee, WI 53210
- Juratli, Jack (06)
Publisher
O'Seas Post
Westendstr. 25
6 Frankfurt/Main 1
West Germany
69-74-7040
- Kaczorowski, Mr. Keith (13)
President
Exchange & Commissary Sales
3872 San Jose Park Drive
Jacksonville, FL 32217
904-731-8500
- Kadagian, Mr. Richard T. (06)
Markad Communications, Inc.
Geleit Str. 10, Apt. 601
6 Frankfurt/Main 70
West Germany
- Kadagian, Ray (98)
Sarvis, Inc.
Yongsan P.O. Box 217
Seoul 140
Korea
904-731-8000
- Kahne, Peter (19)
Head Buyer
C. B. Ragland Co.
2720 Eugenia Avenue
Nashville, TN 37204
615-259-4622
- Kaiser, E. David (19)
Area Mgr.
Milbrands, Inc.
P.O. Box 7544
Alexandria, VA 71306
318-640-9927
- Kalas, Deborah (15)
V.H. Monette & Company
3339 Del Rio Court
Carlsbad, CA 92008
619-436-7371
- Kalberer, John W. (10)
Monarch Crown Corp.
55 Oak Court, Suite R
Danville, CA 94526
415-930-9663
- Kalberg, Doug (14)
Kraft, Inc.
3538 Peoria
Suite 507
Aurora, CO 80010
- Kaleel, Mr. Vincent (10)
Military Sales Manager
JFC International, Inc.
349 Allerton Avenue
S. San Francisco, CA 94080
415-871-1660
- Kaplan, Herb (17)
Military Mgr.-Burlington
Kayser-Roth Military Division
1221 Ave. of Americas
New York, NY 10020
212-536-7015
- Kaplan, William (05)
Executive Vice President
Blue Star Foods, Inc.
1023 Fourth Street
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712-322-0203
- Kastor, Mr. F. William (05)
Mgr. Military Sales & Advert.
General Mills, Inc.
Post Office Box 1113
Minneapolis, MN 55440
612-540-3139
- Katnich, Joe (15)
Military Accounts Manager
M & M/Mars
26334 W. Bravo Lane
Calabasas, CA 91302
213-880-4240
- Kay Jr., Sammy D. (12)
USA Ret. E-7
Route 4, Box 109-K
Jesup, GA 31545
- Keagle, Charles R. (11)
Military Sales Rep.
Carnation Company
14260 N.E. 21st
Bellevue, WA 98007
206-641-8232
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Chairman of the Board
John K. Kealy Company
8000 Capwell Drive
Oakland, CA 94621
415-562-8136
- Kealy, Mr. Michael (10)
President
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Oakland, CA 94621
415-562-8136
- Keane, Mr. John (09)
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617-945-2120
- Kearns, Mr. Ed (17)
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One Panasonic Way
Secaucus, NJ 07094
- Keck, Darel D. (14)
Vice President
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4434 Apple Way
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303-449-3758
- Keck, M. Doyle (01)
Vice President
Midwest Military Brokers, Inc.
10871 Crown View
San Antonio, TX 78239
512-657-2923
- Keenan, Ms. Glenda (01)
Dunham & Smith Agencies, Inc.
128 Pinecrest, #1
San Antonio, TX 78209
490-931-7565
- Keeley, Mr. William C. (17)
Dunham & Smith Agencies, Inc.
39 Lewis Street
Greenwich, CT 06830
203-869-7300
- Keenan, Mr. Stephen B. (11)
V.H. Monette & Company
3716 125th N.W.
Gig Harbor, WA 98335
206-851-5533

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FORT BRAGG RELIES ON LES CASEY FOR GOOD REASON.



Les is General Mills'
"Military Sales Representative of the Year,"
serving Ft. Bragg with personal, hands-on service.

YOU CAN RELY ON GENERAL MILLS FOR FIVE GOOD REASONS.

Reliable Brand Leaders

GMI product lines give you fast turnover along with maximum patron satisfactions. Brands like Gold Medal, Betty Crocker and Nature Valley are #1.



NATURE VALLEY **Bisquick** Cheerios

Reliable Military Promotions

Exclusive Military only consumer oriented promotions are all supported in military magazines.

- Military Wives' Favorite Recipe Contest • Christmas Cookie Exchange Organizer •
- Free With Three • Bouquet of Savings •

Reliable VPR's/Couponing

Consistent deep-cut VPR's and in-store couponing support the FULL line.



Reliable Heavy-Up Advertising

In addition to National media, GMI uses military magazines for heavy-up advertising support to reach these important military dependents.

LADYCOM

THE TIMES
(Army / Navy / Air Force Times)

family **off duty**

Reliable Professional Service

Personal "hands-on" service from knowledgeable GMI sales reps like Les Casey, GMI Salesman of the Year.

- Inventory control
- Ordering
- Price checks
- Space allocation and section reset programs
- O.O.S. prevention
- Display building
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S & K Sales Company
826 Teakwood
Richardson, TX 75080
- Kelley Jr., Cdr. George A. (18)
SC, USN, Ret.
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- Kelley, Mr. Paul J. (11)
General Manager
Continental Mil. Mkting. Inc.
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- Kelly, Mary E. (05)
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513-541-4000
- Kelso, Mr. Bill G. (15)
Vice President
J.T. Hervey & Assoc., Inc.
6521 Golfcrest Dr.
San Diego, CA 92119
714-469-7372
- Kemp, Mr. George E. (07)
7515 Kekaa Street
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- Kenan, Mr. Marvin (04)
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IMBA Sales Company
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804-427-3747
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General Foods Corporation
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800-241-3771
- Kenderdine, Brig. Gen. John M. (01)
C. F. Adams Inc.
P. O. Box 267
Fort Worth, TX 76101
- Kendziora, Mr. C. A. (17)
Salem Road, R.F.D. #2
Pound Ridge, NY 10576
- Kennett, Richard (06)
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1 Scotts Crescent, Hilton
Cambridgeshire Pe18 9Pg
England
48-083-0753
- Kentish, Ron (15)
Commodity Manager
Glaser Bros.
3130 Leonis Blvd.
Los Angeles, CA 90054
213-583-9911
- Kern, Mr. Richard (15)
V.P. Sales & Marketing
Kern Foods, Inc.
13000 E. Temple Avenue
City of Industry, CA 91749
- Kerr, Leslie (17)
Sales Rep.
Monarch Crown Corp.
345 Park Avenue
New York, NY 10022
617-749-0436
- Kiely, Mr. Neil (09)
National Accounts Manager
A. T. Cross Company
One Albion Road
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- Kiene, Christian F. (16)
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4th Floor
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- Kiernan, Mr. Arthur D. (09)
Vice Pres./General Mngr.
Gillette Company
Military Sales
Prudential Tower/24
Boston, MA 02199
617-421-8166
- Kilday, Mr. Bill (15)
Pentel of America
2715 Columbia Street
Torrance, CA 90503
- Kill, Gordon T. (05)
3M/Personal Care Prod. Dept.
3M Center
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St. Paul, MN 55144
612-733-1110
- Killen, Charles (20)
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1041 W. Windsor Way
Mustang, OK 73064
- Kim, Kon Pae (98)
Francois L. Schwarz, Inc.
P.O. Box 114
Yongsan Seoul
Korea
- Kim, Kyong Tae (98)
Europac Service, Inc.
P.O. Box #73 Yongsan
Seoul
Korea
- King, Alfonso (15)
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- Kirchner, Mr. Dennis (09)
Marketing & Sales Admin.
Welch Foods, Inc.
100 Main Street
Concord, MA 01742
617-371-1000

See page 51 for key to chapter codes.

No nonsense®

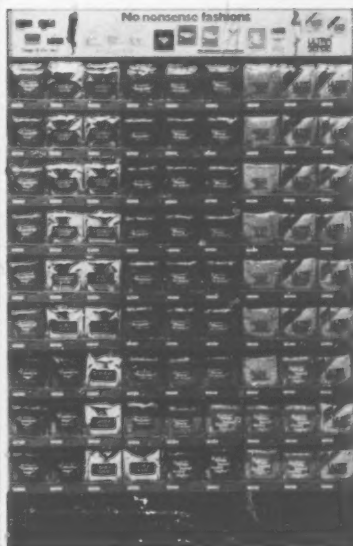
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In addition to enjoying higher profits and national advertising support, you'll feel confident knowing our selection of new and innovative styles meets the demands of today's most fashion conscious woman.

For higher profit margins and a complete selection of fine brand name products—choose No nonsense® Fashions.



No nonsense®
The Choice For You And For Her.

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Send To: Mark Taylor
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P.O. Box 77057, Greensboro, NC 27407

NAME/TITLE

STORE/COMPANY

ADDRESS



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Del Monte marketing programs have a history of delivering excellent results. Here's why:

- Strong brand names
- Continuous brand and promotion advertising
- Advanced planning in every phase of marketing

We've worked to complement your efforts in providing excellent service. And that's what gives Del Monte such an excellent name in the business.



Del Monte Dry Grocery & Beverage Products Group

Seafood that sells.



WE DELIVER THE CUSTOMERS.

It's not a promise, it's a fact. The Singleton® retail line is being backed by a comprehensive consumer advertising campaign. It includes a heavy radio schedule with superstar **Danny Thomas** telling your customers how "Singleton brings the great taste of seafood home." And a print campaign with over 90 million discount and refund coupon offers.

WE DELIVER THE QUALITY.

Singleton is the largest processor of shrimp in the industry, over 30 million pounds a year. For 35 years, our shrimp — and all our seafood products — have been establishing new standards of quality for frozen seafood. Now our "Restaurant Style" seafood line is setting new standards of quality for retail. Contact your Singleton broker today.

Singleton brings the great taste of seafood home.

SINGLETON®



Represented by S & K Sales Company — CONUS, Hawaii and Far East; Trans-European in Europe.
Supply bulletin number 449. Stevan Sushjac, Military Sales Manager.

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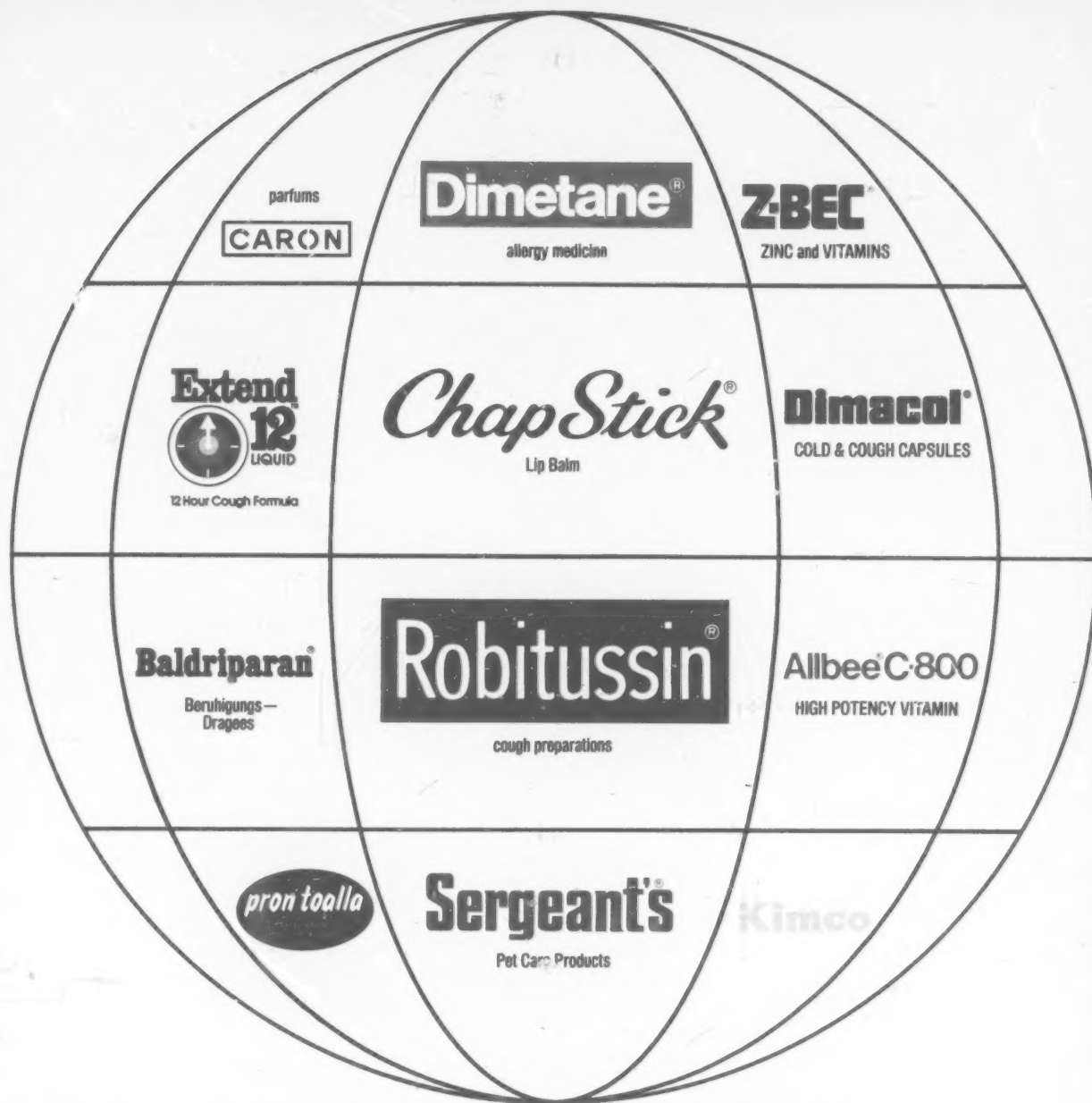
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National Mil. Sales Mgr.
Durkee Famous Foods
888 Washington St.
Dedham, MA 02026
617-326-0660
- Nelms, Vern (14)
Military Sales Manager
Associated Grocers of Colo.
P. O. Box 5528
Denver, CO 80217
303-292-1155
- Nelson, Al (01)
Beech-Nut Nutrition Corp.
11406 Longbrook Dr.
Houston, TX 77099
- Nelson, Mr. Donald G. (05)
Military Sales Manager
Stouffer Frozen Foods
5750 Harper Road
Solon, OH 44139
- Nelson, Mr. Tom (05)
Director, National Accounts
Searle Consumer Products
Box 5110
Chicago, IL 60680
- Nichol, Peg (12)
Coca-Cola Company
P.O. Drawer 1734
Atlanta, GA 30301
404-676-2423
- Nicklas, Aubrey (04)
Military Sales
Richfood, Inc.
P.O. Box 26967
Richmond, VA 23261
804-746-6329
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Church & Dwight Co., Inc.
20 Kingsbridge Road
P.O. Box 369
Piscataway, NJ-08854
- Niedrich, Mr. Robert (05)
Manager
Family Magazine
405 N. Wabash
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Chicago, IL 60611
312-670-0050
- Nielsen, Erik (06)
Director Military Sales Europe
Seagram Overseas Sales Co.
Geheimrat-Hummel-Platz 4
6203 Hochheim/Main
West Germany
312-670-0050
- Nielsen, Ralph A. (15)
Military Field Sales Manager
S. C. Johnson & Son, Inc.
28071 Klamath Ct.
Laguna Niguel, CA 92677
714-831-6527
- Niemeyer, Carl-Hermann (06)
Salesman
Embro Foods GmbH
Nauroder Str. 30
6200 Wiesbaden
West Germany
61-256-4624
- Nikolas, Craig (14)
Sales Rep.
Campbell Soup Company
5648 Old Farm Cir. Rd. East
Colorado Springs, CO 80917
303-344-3352
- Nischbach, Joseph F. (05)
Keebler Company
One Hollow Tree Lane
Elmhurst, IL 60126
312-833-2900
- Nix, C. Walt (12)
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Mead Johnson Nutritional Div.
2361 Smokehouse Path
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Lawrenceville, GA 30245
404-972-0494
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Eurpac Service, Inc.
Rt. 1
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318-987-2538
- Nixon, Mark (06)
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Carnation Company
Braunfelsstr. 25
6330 Wetzlar
West Germany
62-214-5871
- Noble, Chuck (04)
Asst. V.P. Sales & Mkt.
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201-631-9079
- Nolan, Mr. E. F. (17)
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Mexifrost Specialties Co. Inc.
37 Grand Avenue
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212-625-3324
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Sarvis, Inc.
Markomannenplatz 8
6200 Wiesbaden-Deikenheim
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61-225-1797
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213-349-6600
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D-6242 Kronberg/Taunus
West Germany
67-136-4820
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- Nyberg, Mr. Herbert C. (15)
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Carnation Company
5045 Wilshire Boulevard
Los Angeles, CA 90036
213-932-6681
- Nymberg, Mr. Don (04)
Sr. Vice Pres.-Commissary Div.
C. Lloyd Johnson Co., Inc.
8031 Hampton Blvd.
P.O. Box 9448
Norfolk, VA 23505
804-423-2832
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Spilman Company Inc.
1909 Whipple Ave.
Redwood City, CA 94062
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Military Broadcasting System
1161 York Avenue
New York, NY 10021
- O'Brien, Mr. Charles (04)
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Colonial Heights, VA 23834
- O'Brien, Mr. Eugene E. (17)
Dunham & Smith Agencies, Inc.
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Rye, NY 10580
914-967-0164
- O'Connor, James (05)
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410 N. Michigan Ave.
Chicago, IL 60611
- O'Connor, John (14)
Western Reg. Mgr.
Confections Group
P.O. Box 441110
Aurora, CO 80044
303-366-8901
- O'Connor, Kevin F. (17)
Chesebrough-Pond's, Inc.
33 Benedict Place
P.O. Box 6000
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- O'Connor, Mrs. Mary (15)
Innovative Time Corporation
6054 Corte Del Cedro
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- O'Donnell, James (05)
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1220 Mound Ave.
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414-633-2431

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Louisville, KY 40232
502-568-7333
- O'Meara, Mr. Jack T. (15)
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Terminal Island, CA 90731
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- O'Sullivan, Maj. Gen. Curtis D. (10)
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617-747-1000
- Obriotti Jr., Andrew J. (01)
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Chattanooga, TN 37409
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- Parker, Mr. Bill (11)
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Continental Mil. Mktg. Inc.
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Edmonds, WA 98020
- Parker, William M. (13)
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813-855-1404
- Parks, James (03)
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Springfield, VA 22159
703-750-2000
- Parra, Tony (21)
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Mem Company, Inc.
7725 Gallahad Rd.
Pensacola, FL 32514
904-477-4885
- Parsons, Dave (17)
Consumer Products Group
Poly-Tech.
U.S. Industries, Inc.
27 Signal Road
Stamford, CT 06904
- Pascale, Alan (20)
VP/Planning & Development
San Giorgio-Skinner Co.
P.O. Box 75 Downtown Station
Omaha, NE 68101
402-331-7000
- Pascoe, W. E. (14)
Dir. Intransit Merchandise
Associated Grocers of Colo.
P.O. Box 5528
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303-292-1155
- Paterson, James Mark (10)
District Manager
Dixon Marketing, Inc.
7025 Amberwick Way
Citrus Heights, CA 95610
916-966-5662
- Patrick, Mr. John (01)
Mgr. Domestic Military Sales
Frito-Lay, Inc.
P.O. Box 35034
Dallas, TX 75235
214-351-7093
- Patrick, Robert F. (17)
Military Sales Mgr.
James River Corp.
Dixie/Northern Inc.
P.O. Box 6000, River Park
Norwalk, CT 06856
- Patterson, Evelyn (11)
I. Lachman & Sons Co.
Suite 403, Joshua Green Bldg.
1425 Fourth Avenue
Seattle, WA 98101
- Pattison, Mr. Edward F. (17)
331 West Islip Blvd.
West Islip, NY 11795
- Patton, Michael (22)
V.H. Monette & Co.
2610 La Luz
Las Cruces, NM 88005
526-3804
- Paulson, Mr. John (10)
Manager Allied Division
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415-861-8820
- Payne, Mr. John W. (04)
V.P. Finance/Data Proc.
Military Distributors of VA
Box 12733
Norfolk, VA 23502
804-855-0114
- Pearlman, Mr. Leonard (17)
14 Shadow Lane
Woodbury, NY 11797
- Pearse, Mr. Jack F. (10)
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P.O. Box 16901
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White Plains, NY 10604
- Peletas, Mr. Raymond T. (05)
Kitchens of Sara Lee, Inc.
500 Waukegan Road
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312-945-2525
- Pellegrino, Phil (05)
Vice President Sales
Oscar Mayer & Company
910 Mayer Avenue
Madison, WI 53704
608-241-3311
- Pelosky, Col. Edwin F. (02)
201 Carter Avenue
Denton, MD 21629
- Pence, G.E. (05)
Military Sales Develop. Manager
S. C. Johnson & Son, Inc.
1525 Howe Street
Racine, WI 23462
414-631-2488
- Pennington, Mr. Steve (06)
Overseas Service Corporation
13 Mathilden Strasse
6096 Raunheim
West Germany
- Pepper, Ms. Carol F. (17)
Sales Representative
Media Networks, Inc.
600 Third Avenue
New York, NY 10016
212-309-1740
- Peraino, Mr. Tony (15)
Commissary Store M.C.B.
2105 Basswood Avenue
Carlsbad, CA 92008
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Parade Place
Andover, MA 01810
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Vice President--Marketing
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201-434-3000
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45 Bingert Str #E-07
6200 Wiesbaden
West Germany
- Pestel, Mr. Ron (07)
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808-943-0002
- Peterson, Mr. Malcolm W. (13)
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- Petit, E.L. (05)
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Vice President, Sales
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Chester, CT 06412
203-526-9531
- Phelps, Mr. Sam (05)
V.P. Military Sales
Kraft, Inc.
Kraft Court
Glenview, IL 60025
312-998-3256
- Phillipsborn, Mr. Fritz (15)
Marketing Mgr., Catalina Mens
Kayser-Roth Military Division
P.O. Box 2275
Los Angeles, CA 90051
213-726-1262
- Phillips, Randy E. (13)
Dunham & Smith Agencies, Inc.
237 Rolling Hill Road
Daphne, AL 36526
205-626-7861
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Pien-Jon, Inc.
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513-293-8788
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Chicago, IL 60643
312-468-0900
- Pine, Jerry (09)
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617-879-7330
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212-953-1675
- Polich, Robert A. (15)
Noxell Corporation
11836-48 Paseo Lucido
San Diego, CA 92128
619-485-8280



Q.

How can you maximize
total patron savings?

A.

Display fast moving Nabisco products.

Who offers VPR's every month?
NABISCO.

Whose end-aisle displays generate more
sales and produce more total patron savings?
NABISCO.

Who advertises three times as much as the
next leading competitor?
NABISCO.

Who sells more cookies and crackers than
anyone else?

Once again the answer is
NABISCO.

BISCUIT DIVISION



**NABISCO
BRANDS**

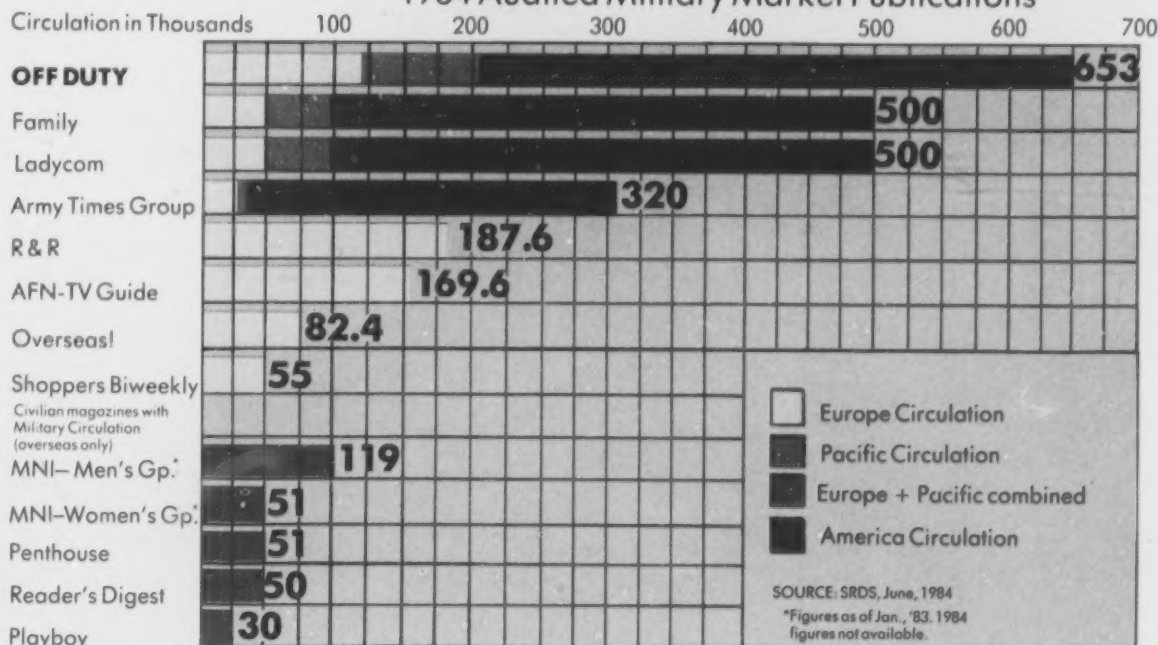
The total answer to total patron savings.

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P.O. Drawer 2192
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82 Lambie Close
Beck Row, Nr. Mildenhall
Suffolk, England
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Galletti Brothers Foods
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Mission Viejo, CA 92692
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CLASS 'A' IS MARCHING WITH THE TROOPS

These days, consumers are shopping for cigarettes at a good price without sacrificing quality - that's Class 'A', the original low-priced military brand. And not surprisingly, the total sales of Class 'A' have increased dramatically.

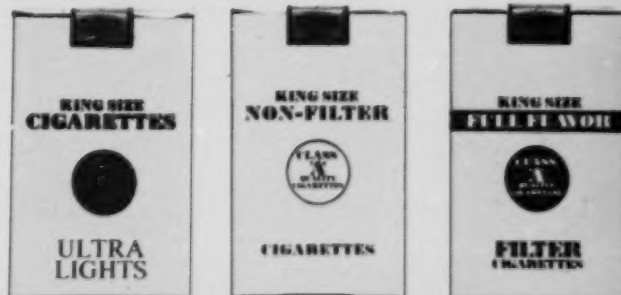
For example:

- In the past 2 years, Class 'A' brands have gained a 10+% share in the total U.S. military market.
- Every patron appreciates the high quality product offered at an economical price.
- Class 'A' consumers are assured of quality with every purchase through an exclusive quality seal advertising campaign.
- 94% of all consumers tested would repeat the purchase.
- 89% of all consumers find the product equal to or better than their regular national brand.
- Styles available to satisfy all your consumer demands.

• Merchandising fixtures are readily available to accommodate the dramatic growth of Class 'A' brands.

So, stock up now and watch Class 'A' march away with the troops.

For more details, write to Gary Tobacco Company, Military Department, P.O. Box 1969, Durham, NC 27702.



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Gary Tobacco Company periodically offers promotional, advertising, merchandising and display programs on proportionately equal terms to all retailers regardless of size. For further details, contact your Gary Tobacco Company Representative or write to Gary Tobacco Company, P.O. Box 1969, Durham, North Carolina 27702.

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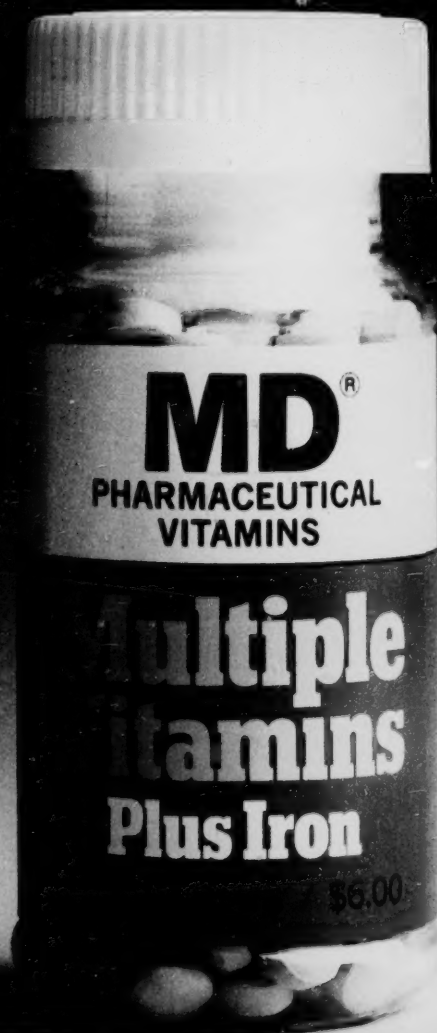
It'll be a nice change for you too. After all, where else can a commissary patron get pharmaceutically made vitamins at 50% below the national brands?

Nowhere. Only in your commissary.

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Listerine has announced its ability to reduce plaque development by up to 50% when used twice daily in addition to regular oral hygiene.

Significant news for consumers

■ Market research indicates that almost two-thirds of consumers (both mouthwash users and non-users) are concerned about plaque reduction.

Significant news for the mouthwash category

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In addition to a full schedule of network TV advertising, a broad scale effort will be featured in Time, Newsweek, Good Housekeeping, Reader's Digest, Life, People, Vogue, Glamour, Health, Prevention, Ebony, Essence, and Jet.



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See page 51 for key to chapter codes.

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6021 Farrington Ave.
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22301

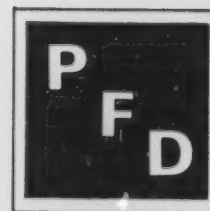
Telephone:
703-823-0400

G. (Wally) Cook, President



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- Weissman, Mr. Jack (05)
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National Accounts Mgr.
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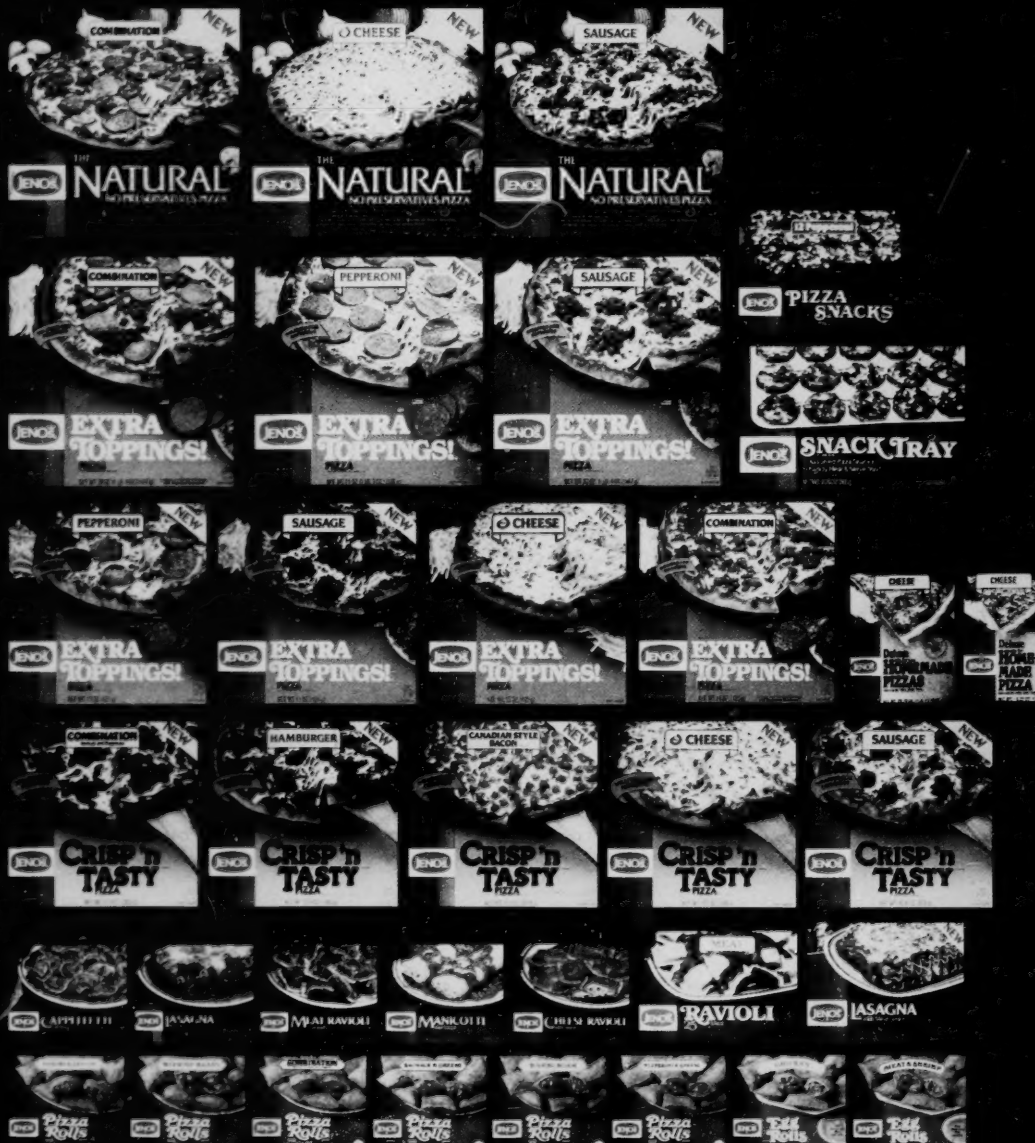
Taste test an Early California ripe olive. We think you'll agree that it's not a "lemon," it's a "peach."



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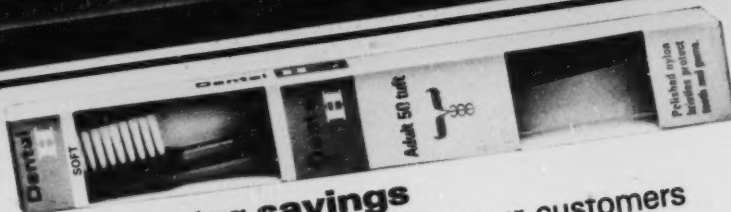
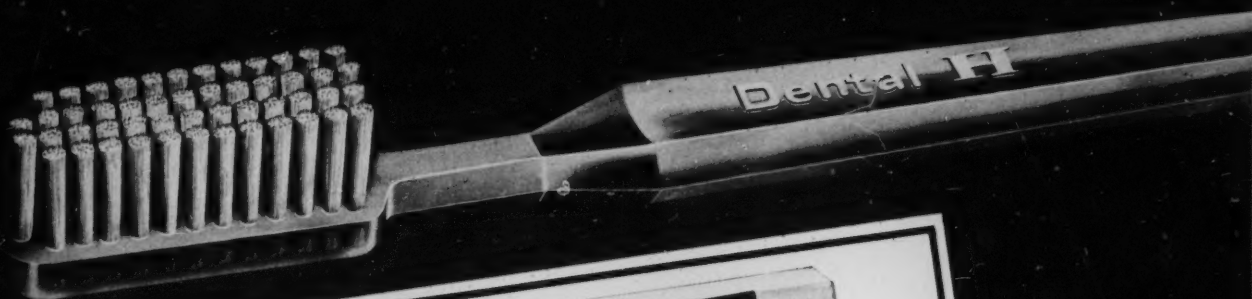
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And what a family of fine Italian foods Jenof's has for you.

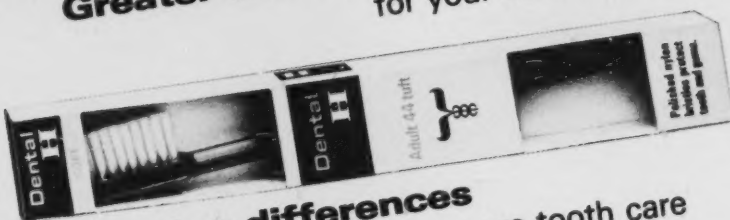
There's our famous CRISP 'N TASTY™ Pizza, our EXTRA TOPPINGS!™ brand Pizza and our new NATURAL NO PRESERVATIVES PIZZA™. Then there are America's favorite hot snacks — Jenof's PIZZA ROLLS™ brand Party Snacks and Jenof's Egg Rolls. Plus frozen cheese or meat ravioli, and our brand new line of authentic Italian entrees including ravioli, lasagna, manicotti and cappelletti.

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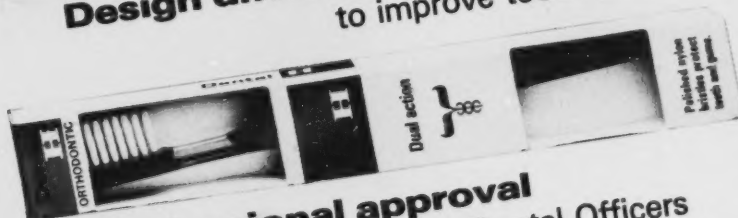
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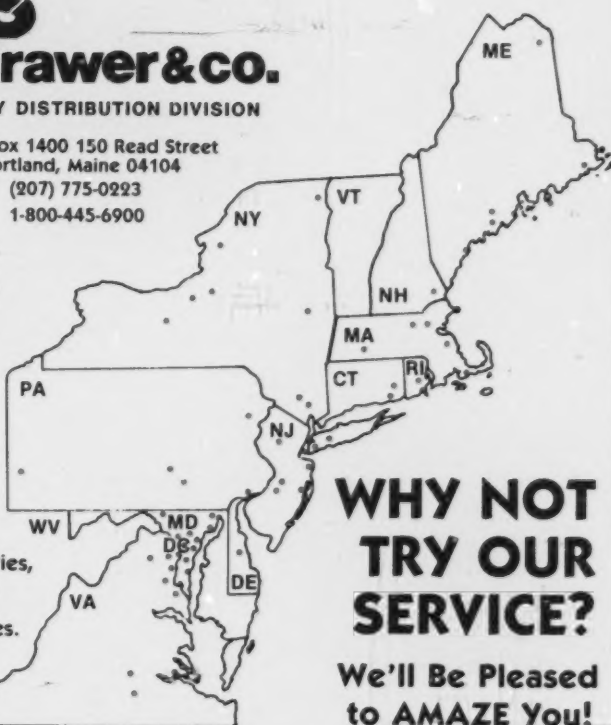


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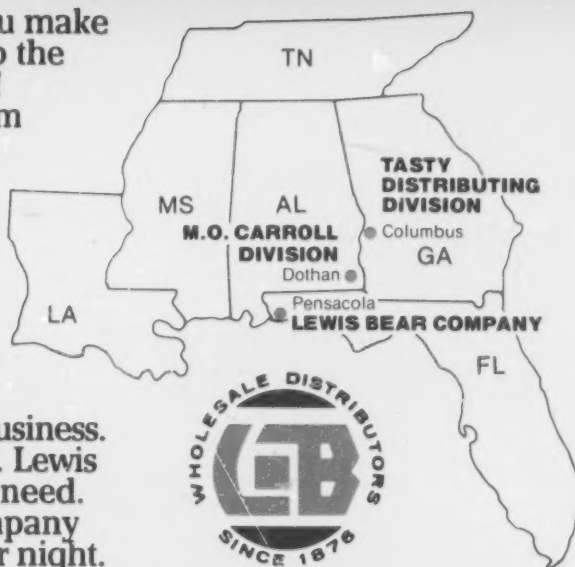
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Lowell P. Weicker (R-CT)
303 SHOB Ph: (202) 224-4041

E. J. (Jake) Garn (R-UT)
505 SDOB Ph: (202) 224-5444

James A. McClure (R-ID)
361 SDOB Ph: (202) 224-2752

Mark Andrews (R-ND)
724 SHOB Ph: (202) 224-2043

Robert W. Kasten (R-WI)
110 SHOB Ph: (202) 224-5323

Alfonse M. D'Amato (R-NY)
550 SHOB Ph: (202) 224-6542

Warren Rudman (R-NH)
702 SHOB Ph: (202) 224-3324



Sen. Ted Stevens, Chmn.

Thad Cochran (R-MS)
326 SROB Ph: (202) 224-5054

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205 SROB Ph: (202) 224-6253

William Proxmire (D-WI)
531 SDOB Ph: (202) 224-5653

Daniel K. Inouye (D-HI)
722 SHOB Ph: (202) 224-3934

Ernest F. Hollings (D-SC)
125 SROB Ph: (202) 224-6121

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107 SDOB Ph: (202) 224-5721

Lawton M. Chiles, Jr. (D-FL)
450 SROB Ph: (202) 224-5274

J. Bennett Johnston (D-LA)
136 SHOB Ph: (202) 224-5824

Walter D. Huddleston (D-KY)
262 SDOB Ph: (202) 224-2541

Key Congressional Committees

House Committee on Armed Services

MELVIN PRICE (D-IL), CHAIRMAN
2110 RHOB Ph: (202) 225-5661

Charles E. Bennett (D-FL)
2107 RHOB Ph: (202) 225-2501

Samuel S. Stratton (D-NY)
2205 RHOB Ph: (202) 225-5076

William Nichols (D-AL)
2407 RHOB Ph: (202) 225-3261

Dan Daniel (D-VA)
2368 RHOB Ph: (202) 225-4711

G. V. Montgomery (D-MS)
2184 RHOB Ph: (202) 225-5031

Les Aspin (D-WI)
442 CHOB Ph: (202) 225-3031

Ronald V. Dellums (D-CA)
2136 RHOB Ph: (202) 225-2661

Patricia Schroeder (D-CO)
2410 RHOB Ph: (202) 225-4431

Abraham Kazan (D-TX)
2408 RHOB Ph: (202) 225-4511

Antonio B. Won Pat (D-Guam)
2441 RHOB Ph: (202) 225-1188

Beverly B. Byron (D-MD)
1216 LHOB Ph: (202) 225-2721

Nicholas Mavroules (D-MA)
1204 LHOB Ph: (202) 225-8020

Earl Hutto (D-FL)
330 CHOB Ph: (202) 225-4136

Ike Skelton (D-MO)
2453 RHOB Ph: (202) 225-2876

Marvin Leath (D-TX)
336 CHOB Ph: (202) 225-6105

Dave McCurdy (D-OK)
313 CHOB Ph: (202) 225-6165



Rep. Melvin Price, Chmn.

Thomas M. Foglietta (D-PA)
1217 LHOB Ph: (202) 225-4731

Roy Dyson (D-MD)
224 CHOB Ph: (202) 225-5311

Dennis M. Hertel (D-MI)
218 CHOB Ph: (202) 225-6276

Marilyn Lloyd (D-TN)
2334 RHOB Ph: (202) 225-3271

Norman Sisisky (D-VA)
1429 LHOB Ph: (202) 225-6365

Richard Ray (D-GA)
514 CHOB Ph: (202) 225-5901

John Spratt (D-SC)
1118 LHOB Ph: (202) 225-5501

Frank McClosky (D-IN)
116 CHOB Ph: (202) 225-4636

C. Robin Britt (D-NC)
327 CHOB Ph: (202) 225-3065

Solomon P. Ortiz (D-TX)
1524 LHOB Ph: (202) 225-7742

Ronald Coleman (D-TX)
1017 LHOB Ph: (202) 225-4831

George (Buddy) Darden (D-GA)
1330 LHOB Ph: (202) 225-2931

William L. Dickinson (R-AL)
2406 RHOB Ph: (202) 225-2901

G. William Whitehurst (R-VA)
2469 RHOB Ph: (202) 225-4215

Floyd D. Spence (R-SC)
2466 RHOB Ph: (202) 225-2452

Marjorie S. Holt (R-MD)
2412 RHOB Ph: (202) 225-8090

Elwood Hillis (R-IN)
2336 RHOB Ph: (202) 225-5037

Robert E. Badham (R-CA)
2438 RHOB Ph: (202) 225-5611

Bob Stump (R-AZ)
211 CHOB Ph: (202) 225-4576

James A. Courter (R-NJ)
325 CHOB Ph: (202) 225-5801

Larry J. Hopkins (R-KY)
331 CHOB Ph: (202) 225-4706

Robert W. Davis (R-MI)
1124 LHOB Ph: (202) 225-4735

Kenneth Kramer (R-CO)
240 CHOB Ph: (202) 225-4422

Duncan L. Hunter (R-CA)
117 CHOB Ph: (202) 225-5672

Thomas F. Harnett (R-SC)
228 CHOB Ph: (202) 225-3176

Daniel B. Crane (R-IL)
115 CHOB Ph: (202) 225-5001

David O'B. Martin (R-NY)
502 CHOB Ph: (202) 225-4611

John R. Kasich (R-OH)
1724 LHOB Ph: (202) 225-5355

House Subcommittee on Readiness

DAN DANIEL (D-VA), CHAIRMAN
2368 RHOB Ph: (202) 225-4711

Earl Hutto (D-FL)
330 CHOB Ph: (202) 225-4136

Marvin Leath (D-TX)
336 CHOB Ph: (202) 225-6105

Dave McCurdy (D-OK)
313 CHOB Ph: (202) 225-6165

Thomas M. Foglietta (D-PA)
1217 LHOB Ph: (202) 225-4731

Dennis M. Hertel (D-MI)
218 CHOB Ph: (202) 225-6276



Rep. Dan Daniel, Chmn.

William Nichols (D-AL)
2407 RHOB Ph: (202) 225-3261

George (Buddy) Darden (D-GA)
1330 LHOB Ph: (202) 225-2931

G. William Whitehurst (R-VA)
2469 RHOB Ph: (202) 225-4215

Floyd D. Spence (R-SC)
2466 RHOB Ph: (202) 225-2452

Daniel B. Crane (R-IL)
115 CHOB Ph: (202) 225-5001

John R. Kasich (R-OH)
1724 LHOB Ph: (202) 225-5355

House Morale, Welfare and Recreation Panel

DAN DANIEL (D-VA), CHAIRMAN
2368 RHOB Ph: (202) 225-4711

William Nichols (D-AL)
2407 RHOB Ph: (202) 225-3261

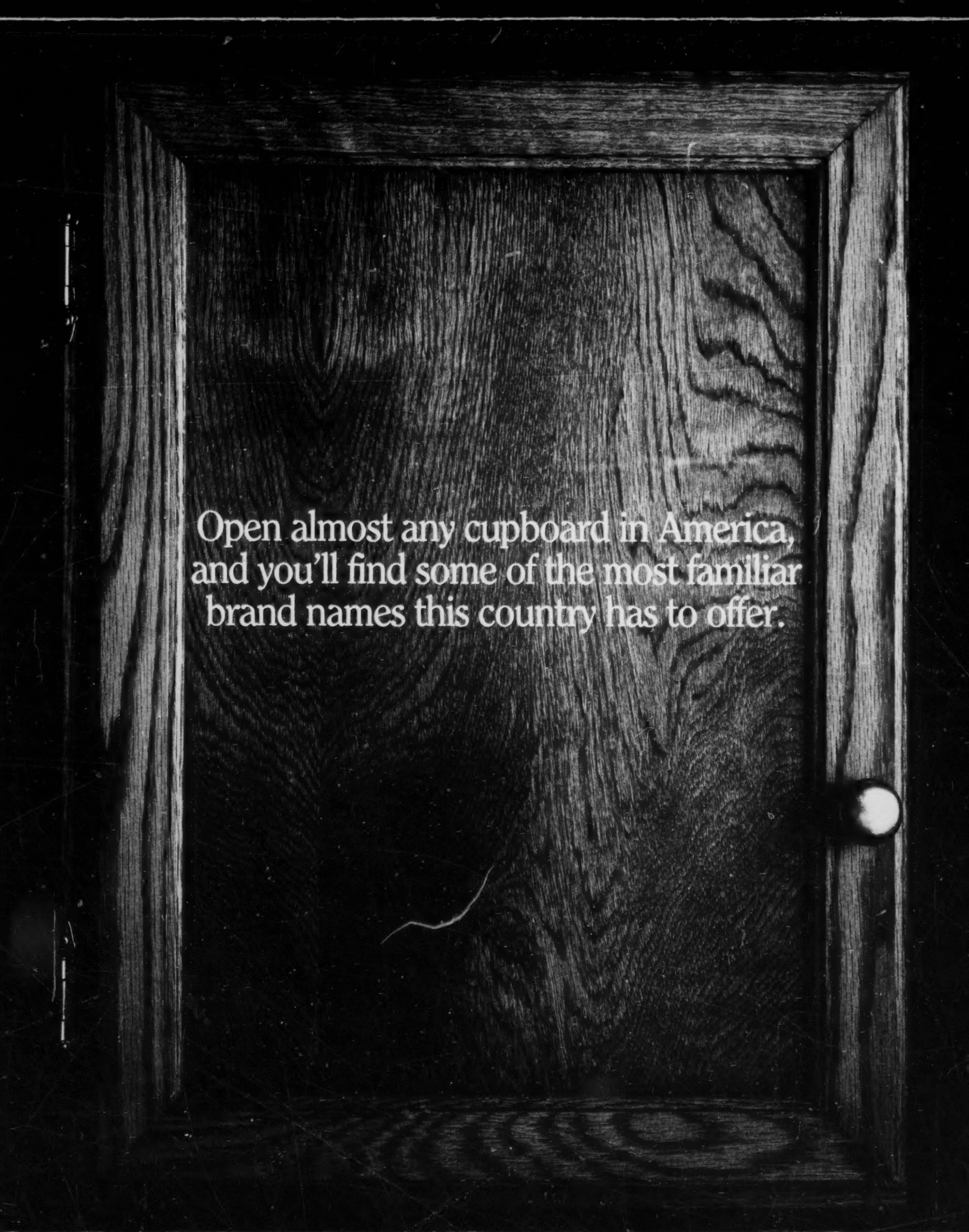
Marvin Leath (D-TX)
336 CHOB Ph: (202) 225-6105



Rep. Dan Daniel, Chmn.

Floyd D. Spence (R-SC)
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You believed in Armor All from the very beginning, so our celebration is your celebration. And our success is your success.

Together, we've passed two other major milestones: Armor All is now America's No. 1 car-care chemical, and we're proud to be the nation's best selling automotive aftermarket item in retail stores across the country.

I think it's important to keep you aware of all of Armor All's progress, so we've included some other helpful new research on the back, and I hope you'll take a few minutes to read it.

We've all come a long way since those early days, and we've learned a couple of things.

One, we couldn't do it without you.

And Two, we wouldn't even try.

Thanks again from everyone at Armor All.



Alan Rypinski
President
Armor All Products

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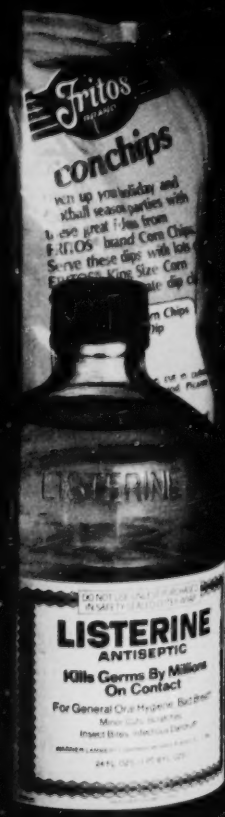


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Noodle



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1983 Consumer Research Study

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- Our franchise continues to grow. Last year, 27% of all Armor All users were buying it for the first time.
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Once again, thank you all for contributing to Armor All's sustained growth. You helped make it all happen.

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2184 RHOB Ph: (202) 225-5031

Abraham Kazan (D-TX)
2408 RHOB Ph: (202) 225-4511

Antonio B. Won Pat (D-Guam)
2441 RHOB Ph: (202) 225-1188

Earl Hutto (D-FL)
330 CHOB Ph: (202) 225-4136

Thomas M. Foglietta (D-PA)
1217 LHOB Ph: (202) 225-4731

Dennis M. Hertel (D-MI)
218 CHOB Ph: (202) 225-6276



Rep. Ronald V. Dellums, Chmn.

Norman Sisisky (D-VA)
1429 LHOB Ph: (202) 225-6365

John Spratt (D-SC)
1118 LHOB Ph: (202) 225-5501

Kenneth Kramer (R-CO)
240 CHOB Ph: (202) 225-4422

G. William Whitehurst (R-VA)
2469 RHOB Ph: (202) 225-4215

William L. Dickinson (R-AL)
2406 RHOB Ph: (202) 225-2901

Thomas F. Harnett (R-SC)
228 CHOB Ph: (202) 225-3176

David O'B. Martin (R-NY)
502 CHOB Ph: (202) 225-4611

House Committee on Appropriations

JAMIE L. WHITTEN (D-MS), CHAIRMAN
2314 RHOB Ph: (202) 225-4306

Edward P. Boland (D-MA)
2426 RHOB Ph: (202) 225-5601

William H. Natcher (D-KY)
2333 RHOB Ph: (202) 225-3501

Neal Smith (D-IA)
2373 RHOB Ph: (202) 225-4426

Joseph P. Addabbo (D-NY)
2365 RHOB Ph: (202) 225-3461

Clarence D. Long (D-MD)
2405 RHOB Ph: (202) 225-3061

Sidney R. Yates (D-IL)
2234 RHOB Ph: (202) 225-2111

David R. Obey (D-WI)
2217 RHOB Ph: (202) 225-3365

Edward R. Roybal (D-CA)
2211 RHOB Ph: (202) 225-6235

Louis Stokes (D-OH)
2465 RHOB Ph: (202) 225-7032

Tom Bevill (D-AL)
2302 RHOB Ph: (202) 225-4876

Bill Chappell, Jr. (D-FL)
2468 RHOB Ph: (202) 225-4035

William V. Alexander (D-AR)
233 CHOB Ph: (202) 225-4076

John P. Murtha (D-PA)
2423 RHOB Ph: (202) 225-2065

Bob Traxler (D-MI)
2448 RHOB Ph: (202) 225-2806

Joseph D. Early (D-MA)
2349 RHOB Ph: (202) 225-6101

Charles Wilson (D-TX)
2265 RHOB Ph: (202) 225-2401

Lindy Boggs (D-LA)
2353 RHOB Ph: (202) 225-6636

Norman D. Dicks (D-WA)
2429 RHOB Ph: (202) 225-5916

Matthew F. McHugh (D-NY)
2335 RHOB Ph: (202) 225-6335

William Lehman (D-FL)
2347 RHOB Ph: (202) 225-4211



Rep. Jamie L. Whitten, Chmn.

Jack E. Hightower (D-TX)
2348 RHOB Ph: (202) 225-3706

Martin Olav Sabo (D-MN)
436 CHOB Ph: (202) 225-4755

Julian C. Dixon (D-CA)
423 CHOB Ph: (202) 225-7084

Vic Fazio (D-CA)
1421 LHOB Ph: (202) 225-5716

W. G. (Bill) Hefner (D-NC)
2161 RHOB Ph: (202) 225-3715

Les AuCoin (D-OR)
2159 RHOB Ph: (202) 225-0855

Daniel K. Akaka (D-HI)
2301 RHOB Ph: (202) 225-4906

Wes W. Watkins (D-OK)
2440 RHOB Ph: (202) 225-4565

William H. Gray, III (D-PA)
204 CHOB Ph: (202) 225-4001

Bernard J. Dwyer (D-NJ)
404 CHOB Ph: (202) 225-6301

William R. Ratchford (D-CT)
432 CHOB Ph: (202) 225-3822

William H. Boner (D-TN)
107 CHOB Ph: (202) 225-4311

Steny H. Hoyer (D-MD)
1513 LHOB Ph: (202) 225-4131

Bob Carr (D-MI)
2439 RHOB Ph: (202) 225-4872

Robert J. Mrazek (D-NY)
509 CHOB Ph: (202) 225-5956

Silvio O. Conte (R-MA)
2300 RHOB Ph: (202) 225-5335

Joseph M. McDade (R-PA)
2370 RHOB Ph: (202) 255-3731

Jack Edwards (R-AL)
2369 RHOB Ph: (202) 225-4931

John T. Myers (R-IN)
2372 RHOB Ph: (202) 225-5805

J. Kenneth Robinson (R-VA)
2233 RHOB Ph: (202) 225-6561

Clarence E. Miller (R-OH)
2208 RHOB Ph: (202) 225-5131

Lawrence Coughlin (R-PA)
2467 RHOB Ph: (202) 225-6111

C. W. Bill Young (R-FL)
2266 RHOB Ph: (202) 225-5961

Jack F. Kemp (R-NY)
2252 RHOB Ph: (202) 225-5265

Ralph Regula (R-OH)
2209 RHOB Ph: (202) 225-3876

George M. O'Brien (R-IL)
2262 RHOB Ph: (202) 225-3635

Virginia Smith (R-IL)
2202 RHOB Ph: (202) 225-6435

Eldon Rudd (R-AZ)
2244 RHOB Ph: (202) 225-3361

Carl D. Purcell (R-MI)
1414 LHOB Ph: (202) 225-4401

Mickey Edwards (R-OK)
2434 CHOB Ph: (202) 225-2132

Robert L. Livingston (R-LA)
306 CHOB Ph: (202) 225-3015

Bill Green (R-NY)
1110 LHOB Ph: (202) 225-2436

Tom Loeffler (R-TX)
1212 LHOB Ph: (202) 225-4236

Jerry Lewis (R-CA)
326 CHOB Ph: (202) 225-5861

John E. Porter (R-IL)
1529 LHOB Ph: (202) 225-4835

Harold Rogers (R-KY)
1028 LHOB Ph: (202) 225-4601

Key Congressional Committees

House Committee on Appropriations Subcommittee on Defense

JOSEPH P. ADDABBO (D-NY), CHAIRMAN
2365 RHOB Ph: (202) 225-3461

Bill Chappel, Jr. (D-FL)
2468 RHOB Ph: (202) 225-4035

John P. Murtha (D-PA)
2423 RHOB Ph: (202) 225-2065

Norman Dicks (D-WA)
2429 RHOB Ph: (202) 225-5916

Charles Wilson (D-TX)
2265 RHOB Ph: (202) 225-2401

W. G. (Bill) Hefner (D-NC)
2161 RHOB Ph: (202) 225-3715



Rep. Joseph P. Addabbo, Chmn.

Jack E. Hightower (D-TX)
2348 RHOB Ph: (202) 225-3706

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Jack Edwards (R-AL)
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J. Kenneth Robinson (R-VA)
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Joseph McDade (R-PA)
2370 RHOB Ph: (202) 225-3731

C. W. Bill Young (R-FL)
2266 RHOB Ph: (202) 225-5961

House Committee on Appropriations Subcommittee on Military Construction

W. G. (BILL) HEFNER (D-NC), CHAIRMAN
2161 RHOB Ph: (202) 225-3715

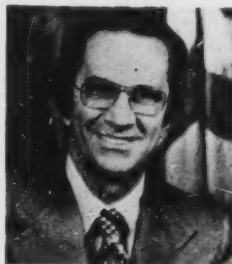
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William V. Alexander (D-AR)
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Joseph P. Addabbo (D-NY)
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Vic Fazio (D-CA)
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1212 LHOB Ph: (202) 225-4236

Robert L. Livingston (R-LA)
306 CHOB Ph: (202) 225-3015

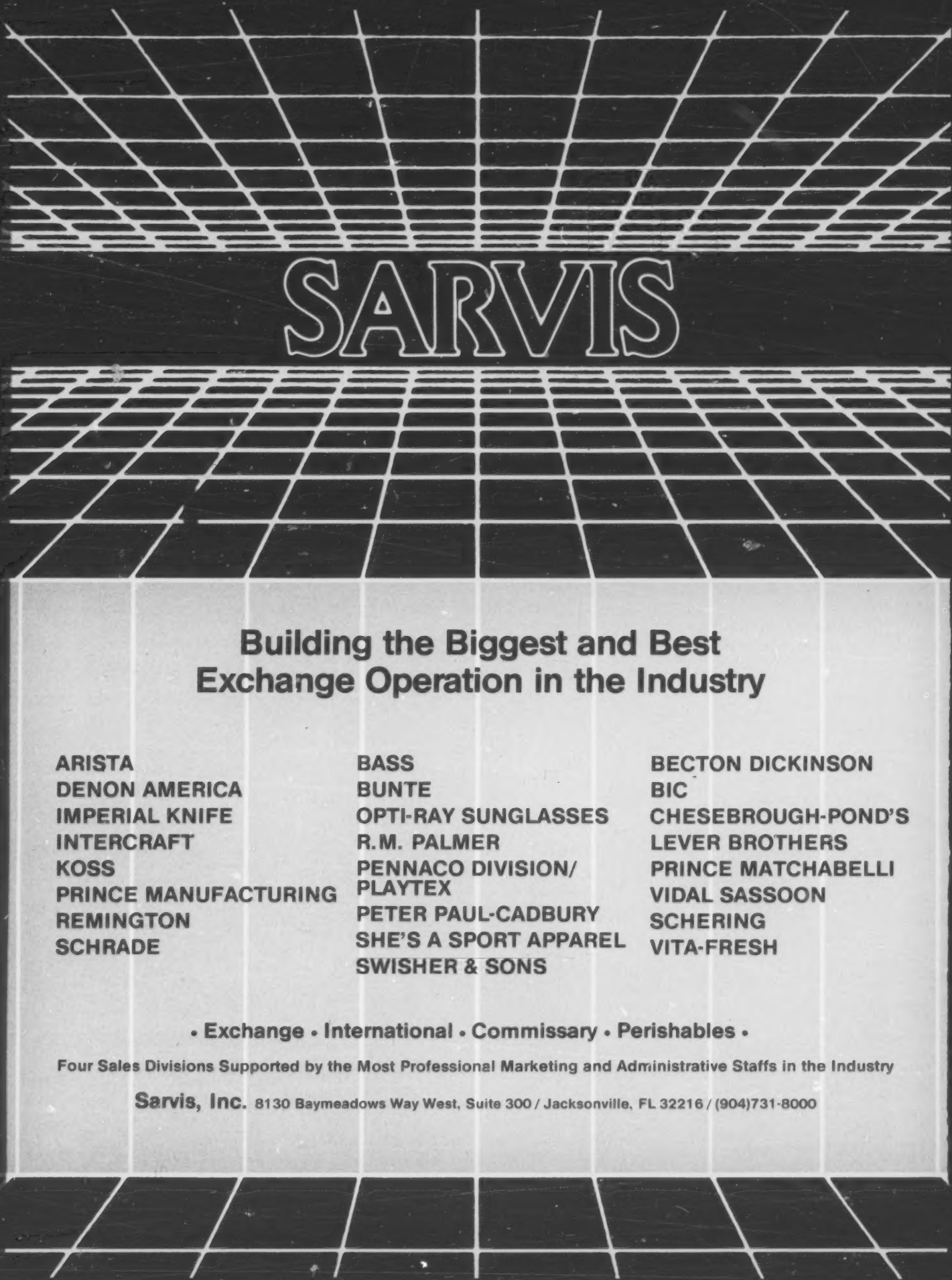
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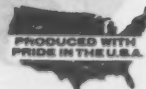
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Phone: (202) 695-5254



Hon. Jerry L. Calhoun, Principal Deputy Assistant Secretary of Defense (MI&L)
Phone: (202) 697-1163



Lt. Gen. Edgar A. Chavarrie, USAF Deputy Asst. Secretary of Defense, Military Manpower & Force Management (MI&L)
Phone: (202) 697-4166



LTG Benjamin F. Register, JR., USA, Deputy Chief of Staff, Logistics (DCSLOG, Dept. of the Army)
Phone: (202) 695-4102



LTG Donald M. Babers, USA Commander, Defense Logistics Agency (DLA)
Phone: (202) 274-6135



Not pictured.
Photo not available at press time.

LtGen. George B. Crist, USMC Deputy Chief of Staff, Installations & Logistics (HQ USMC)
Phone: (202) 694-2755



COMO John H. Ruehlin, SC, USN Commander, Defense Personnel Support Center (DPSC)
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CAPT Edward F. Sullivan, SC, USN, Director, Personnel Administration & Services (MI&L)
Phone: (202) 697-9525



BGen. Michael K. Sheridan, USMC Director, Facilities & Services Division (HQ USMC)
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RADM Edward K. Walker, SC, USN Commander, Naval Supply Systems Command (NAVSUP)
Phone: (202) 695-4009



Lt. Col. Jay Jordan, USAF Assistant Director, Personnel Administration & Services (MI&L)
Phone: (202) 697-7197



Clare Moeik, Assistant Director, Personnel Administration & Services (MI&L)
Phone: (202) 697-9525



Brig. Gen. M. Gary Alkire, USAF Commander, Air Force Commissary Service (AFCOMS)
Phone: (512) 925-6655



BG James S. Hayes, USA Commander, U.S. Army Troop Support Agency (USATSA)
Phone: (804) 734-3600



Maj. Gen. Richard D. Murray, USAF Commander, Army and Air Force Exchange Service (AAFES)
Phone: (214) 780-2011



RADM Donald E. Wilson, SC, USN Commander, Navy Resale and Services Support Office (NAVRESSO)
Phone: (718) 390-3700



Col. William R. Irwin, USMC, Head Marine Corps Exchange Service Branch (MCEX)
Phone: (703) 640-6156



Not pictured.
Photo not available at press time.

LtCol. Babre Lewis, USMC Acting Head, Marine Corps Services Branch (HQ USMC)
Phone: (202) 694-2571



LT Theodore A. Holloman, USCG Chief, Subsistence Management Section (HQ USCG)
Phone: (202) 755-4154



CDR Jack Voden, USCG Chief, Financial Resale Programs Branch (HQ USCG)
Phone: (202) 755-9490

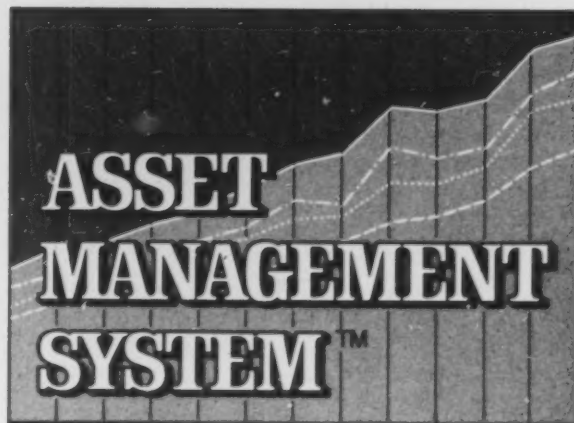


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2

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We're finally here. It took a while only because we believe in perfection. We wanted to come up with no less than the best in the military wholesale business: a fully-equipped warehouse facility, a fleet of delivery trucks and trailers, and the management know-how to get the right mix of products to the right outlets at the right time.

Yet superior warehouse and delivery facilities are not enough to keep that demanding breed of customers like you happy. We had to come up with an advantage the "other guys" couldn't quite figure out: a central clearing house for all your warehousing and distribution needs.

Consider:

- A central warehouse in Riverside, California ready to receive, store and deliver merchandise to all military outlets in the Southern California front.

- One central office to handle client transactions such as order entry and billing so you don't have to run around town just to get your paperwork done.

- Administrative facilities backed by our own computerized order entry and inventory control system.

All this to give sales agents and brokers more time for selling... and buyers time to plan their orders. Rather than chasing lost or late shipments in sprawling Southern California.

And as your business grows, so will CMD's. Because pretty soon, we're extending our reach to cover the whole state of California, not to mention Alaska and Hawaii which we'll be serving with port-side warehouses. We'll deliver.

For your warehousing and distribution needs.



2929 Kansas Avenue
Riverside, California 92507
(714) 781-1090



Plough Arms You For Maximum Sales

Plough continues to be one of your best one-source suppliers for top selling, top quality health care products. Year-round multi-media national advertising creates ongoing demand for the full line of Plough products. Extensive couponing and sampling further generate consumer awareness and sales. And Plough makes order-filling easy with:

ONE SUPPLIER
ONE ORDER
ONE SHIPMENT



Plough, Inc. P.O. Box 377, Memphis, TN 38151 For details contact your C. Lloyd Johnson Co. representative or Plough, Inc., Mr. Ray Castle (901) 320-2468

KEEBLER STRATEGY FOR FRESHNESS.

Military standards are high. That's why the elves have devised a three-point strategy for keeping Keebler® crackers and cookies fresh, crisp and delicious.

POINT #1: PACKAGING.

Freshness can be made or broken by packaging. That's why the elves pay so much attention to it. Keebler Zesta® Saltines, for example, not only have an inner wrapper to seal in the crispness and flavor as the crackers come from the oven, they also have a recloseable plastic bag. The elves firmly believe in backup systems.

POINT #2: DISTRIBUTION.

To make sure that Keebler crackers and cookies reach you while they're still fresh and tasty, the elves have set up 70 strategically located Keebler distribution centers across the United States. So they're only an elfin distance away from every Conus commissary and exchange.

POINT #3: OVERSEAS DELIVERY.

The elves have devised a special tactic to handle this. It's called Keebler's Source Load Palletized Container Program. Deliveries are faster, with less chance of leaving you out of stock. Plus, they're safer, so pilferage and damage are reduced.

Rely on the elves to come through with fresh, crisp products every time. You'll find that they don't just bake uncommonly delicious cookies and crackers, they also have an uncommonly good strategy for freshness.



NUMERO UNO!

Supply Bulletin #212

GOYA®

Add The Latin Touch To Your Commissary
With Authentic Quality Ethnic Foods
Contact: John Raimondi
Military Sales Dept.

GOYA Foods, Inc. Secaucus, N.J. 07094
(201) 348-4900 • (212) 499-4000



Quality Products with a Universal Taste

AIR FORCE COMMISSARY SERVICE (AFCOMS)

Kelly AFB, Texas 78241

Phone: (512) 925-6655

Commander: Brigadier General M. Gary Alkire, USAF



Brig. Gen. Alkire



Frank Derby

HEADQUARTERS

Commander

Brig. Gen. M. Gary Alkire, USAF
(512) 925-6655

Deputy Commander

Frank Derby
(512) 925-6274

Executive Officer

Gloria Ramirez
(512) 925-6274

Senior Enlisted Advisor

CMSgt. Glenn H. Lewis, USAF
(512) 925-7958

Comptroller

Pat Kramer
(512) 925-6814

Director of Administration

Lt. Col. John R. Clements, USAF
(512) 925-7051

Merchandising Specialist

Kenneth Honn
(512) 925-7958

Director of Engineering

Walter Winters
(512) 925-7215

Director of Operations

William Moran
(512) 925-7344

Deputy Director, Operations

James Doherty
(512) 925-7344

Director of Personnel

Roy C. Gay
(512) 925-6048

Director of Public Affairs

Harvey H. Haouye
(512) 925-6284

Director of Plans and Programs

Lt. Col. John E. O'Rourke, USAF
(512) 925-6458

Merchandising Specialist

Thomas Desilets
(512) 925-7958

Merchandising Specialist

Karen Booth
(512) 925-7958

Merchandising Specialist

Mike Zuck
(512) 925-7958

Staff Environmental Health Officer

Lt. Col. Richard L. Shafer, USAF
(512) 925-7958

Director of Data Automation

Lt. Col. William S. Welsch, USAF
(512) 925-8528

Merchandising Point of Contact

Gary Duell
(512) 925-7958

Meat Specialist

Mike Domitrovich
(512) 925-7958

Produce Specialist

Carroll Allred
(512) 925-7958

AFCOMS BUYING PROCEDURES

Vendors who wish to participate in AF-COMS mandatory or monthly sales programs should make an appointment with Gary Duell at headquarters AFCOMS. He can be reached at (512) 925-7958. To qualify for mandatory sales, an item must currently

be distributed to at least 60 percent of Air Force commissaries in the U.S. New products may also be presented under the new products mandatory program.

Presentations at headquarters AFCOMS are scheduled between 8 a.m. and 4 p.m.

Monday through Friday. Any presentation requiring more than 30 minutes should be cleared in advance. Mail-in samples aren't accepted and all samples must be removed at the end of a presentation.

AFCOMS COMMISSARY REGIONS

EUROPEAN REGION AFCOMS

Ramstein AB, Germany
APO New York 09012
(0631) 51731 x6693

Commander

Col. Ronald Leach, USAF

Deputy Commander

Robert Tate

PACIFIC REGION AFCOMS

Norton AFB, CA 92409
(714) 382-2211/2

Commander

Col. Richard J. Tessier, USAF

Deputy Commander

Victor G. Shuey

CONUS Commissary Field Complexes & Directors

Cal-Nev Complex

Norton AFB, CA 92409
Elmer F. Duggan
(714) 889-3307

Capital Area Complex

Langley AFB, VA 23665
Harry Nichols
(804) 764-5004

Delta Complex

Barksdale AFB, LA 71110
Richard Jones
(318) 456-4778

Gulf Area Complex

Maxwell AFB, AL 36112
Marshall J. Atcheson
(205) 293-5466

Northeast Complex

Hanscom AFB, MA 01731
Roland Michaud
(617) 861-3301

Northern California Complex

McClellan AFB, CA 95652
J. D. Staples
(916) 643-3212

North Central Complex

Offutt AFB, NE 68113
Ronald Clark
(402) 294-4815

Northwest Complex

McChord AFB, WA 98438
Leon Gist
(206) 984-3941

Ohio Valley Complex

Chanute AFB, IL 61868
Francis L. Jones
(217) 495-4208

Rocky Mountain Complex

Peterson AFB, CO 80914
Curtis Day
(303) 591-4201

South Central Complex

Sheppard AFB, TX 76311
William McKrain
(817) 851-2884

Southeast Complex

Charleston AFB, SC 29404
Thomas Lauder
(803) 554-3184

South Florida Complex

MacDill AFB, FL 33608
Paul Fuqua
(813) 830-4147

South Texas Complex

Lackland AFB, TX 78236
Clarence R. Maness
(512) 671-2981

Southwest Complex

Luke AFB, AZ 85309
Edward L. Dove
(602) 848-8900

Air Force Commissary Service

Overseas Commissary Field Complexes & Directors

Alaska Complex
Elmendorf AFB, AK 99506
Barton Hairr

United Kingdom Complex
RAF Lakenheath, UK
APO New York 09179
Donald Morris

Frankfurt Area Complex
APO New York 09057
Samuel E. Cresanti

Greece Complex
APO New York 09223
Dennis Floros

Kaiserslautern Area Complex
APO New York 09012
James O'Meara

Korea Complex
APO San Francisco 96570
James E. Johnson

Okinawa Complex
APO San Francisco 96239
Ivars Vilnis

Spain Complex
APO New York 09283
Capt. Harry D. Mamaux III, USAF

Trier Area Complex
APO New York 09232
Robert Finical

AFCOMS 1985 SALES PROMOTION CALENDAR

The 1985 AFCOMS promotional schedule will include the following major sales:

Store Manager Sale (Red Coat Sale)	June 9-22
Ninth Anniversary Sale	October 13-November 9
Patron Appreciation Sale	March 17-23

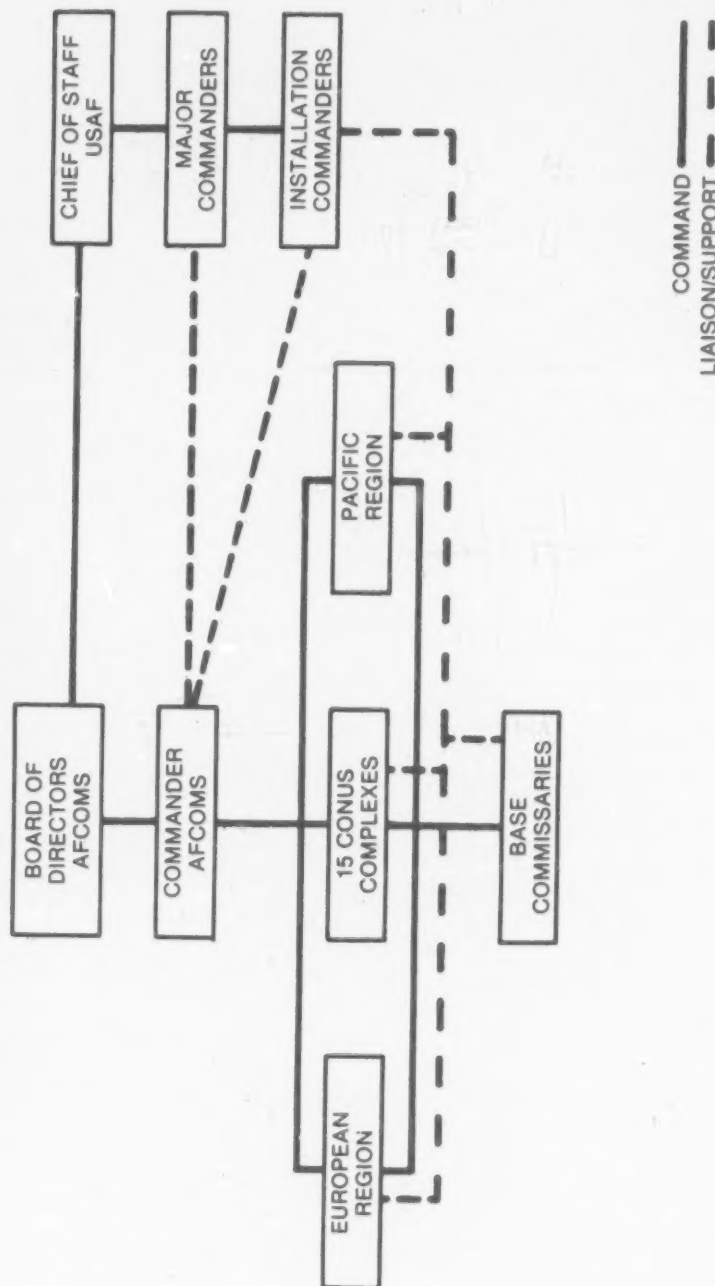
In addition, all the stores will be encouraged to participate with sales during the following seasonal and ethnic holidays:

Martin Luther King's Birthday	Jan 15
Black History Week	Mid-February
Jewish Passover	Apr 17-25
Cinco de Mayo	May 5
Asiatic & Pacific American Heritage Week	Mid-May
Federal Women's Week	Mid-August
National Hispanic Week	Mid-September

AFCOMS SALES BY DEPARTMENT FY 1980-FY 1983

Department	1980	1981	1982	1983
Grocery	\$1,203,524,525	\$1,364,044,134	\$1,359,276,549	\$1,569,333,657
Meat	318,284,566	338,278,912	310,631,286	355,301,867
Produce	72,184,882	85,865,322	79,418,459	93,523,261
Total Resale	\$1,593,993,973	\$1,788,188,368	\$1,749,326,294	\$2,018,158,785

AIR FORCE COMMISSARY SERVICE



AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor	Commodity Group	% Factor
Best Buy	.020	Cookies & Crackers	.024
Health Food	.012	Candy/Peanuts	.027
Peanut Butter	.007	Chips, Snacks & Popcorn	.032
Jam and Jelly	.007	Powdered Beverages	.010
Liquid Dressing	.007	Soda	.037
Mayonnaise and Salad Dressing	.007	Sanitary Napkins	.010
Vinegar	.003	Health & Beauty Aids	.043
Pickles	.010	Baby Formula	.007
Olives	.003	Baby Foods	.018
Catsup and Mustard	.007	Baby Diapers	.033
Barbecue Sauce	.003	Semi-Moist Dog Food	.003
Oil	.010	Dry Dog Food	.031
Shortening	.003	Canned Dog Food	.010
Pudding	.010	Dry Cat Food	.007
Flour	.007	Canned Cat Food	.012
Cake Mixes	.017	Cups & Plates	.010
Baking Needs	.006	Napkins	.010
Gravies	.006	Paper Towels	.038
Sugar/Salt/Spices	.014	Facial Tissue	.010
Pork and Beans	.007	Toilet Tissue	.041
Canned Vegetables/Mushrooms	.026	Bags & Wraps	.016
Potatoes	.003	Box Detergent	.026
Small Family Section	.003	Liquid Detergent	.007
Canned/Dry Fruits	.012	Bleaches & Starch	.010
Juice	.030	Fabric Softeners	.010
Cocoa	.004	Liquid Dish Detergent	.010
Tea	.006	Electric Dish Detergent	.003
Instant Coffee & Creamer	.009	Heavy Duty Cleaners	.007
Ground Coffee	.013	Ammonia & Window Cleaners	.003
Milk/Canned and Dry	.006	Soap Pads & Cleaners	.003
Canned Soup	.021	Bath & Bowl Cleaners	.003
Dry Soup	.005	Skilcraft Products	.010
Prepared Dinners	.008	Air Fresheners	.003
Canned Fish	.010	Waxes and Carpet Fresh	.003
Canned Meat	.010	Bar Soap	.010
Canned Macaroni	.004	Light Bulbs	.003
Sauce and Paste	.010	Charcoal	.003
Dry Macaroni	.013	Insecticide	.003
International Foods	.017	Gourmet	.006
Rice	.008		
Dry Beans	.003		
Cold Cereal	.043		
Pop Tarts	.006		
Hot Cereal	.006		
Pancake Mix	.003		
Pancake Syrup	.003		
		Total:	1.000

Note: These percentages are based on a commissary store with 800 linear feet of shelving.

AFCOMS SALES/INFLATION COMPARISON

Quarterly Retail Sales Increase* and Annual Wholesale Food Inflation Rate**

FY81-FY84

		Quarterly Retail Sales Increase	Rate of Inflation
FY81	1st Qtr.	16.4	7.6
	2nd Qtr.	13.9	8.0
	3rd Qtr.	12.7	8.8
	4th Qtr.	10.1	4.4
FY82	1st Qtr.	8.1	1.8
	2nd Qtr.	5.5	2.2
	3rd Qtr.	7.0	3.6
	4th Qtr.	6.9	1.3
FY83	1st Qtr.	7.1	1.9
	2nd Qtr.	8.7	1.6
	3rd Qtr.	5.1	0.1
	4th Qtr.	2.9	8.7
FY84	1st Qtr.	1.0	2.1
	2nd Qtr.	2.3	5.5

*Quarterly sales adjusted for organizational changes and the number of AFCOMS sales days.

**U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food.

Winston.

Pride in producing the best.
America's best for 30 years.



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MOVE UP NOT OUT.
STAY NAUTICAL. SEE YOUR CARRIER COMMANDER.

COMING
ATTRACTIONS!

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EVENT

SHORT AND SWEET
SALE

FATHER'S DAY
EVENT

AUGUST SALE DAYS

NAVY Exchange



The Navy Source

The most efficient and effective
advertising medium reaching the
Exchange patrons where they shop.



Navy Exchange VIP Sample Pak

The first cooperative sampling
program developed exclu-
sively for patrons of the Navy
Exchange.



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October 1984
Hyatt Regency
Crystal City

Contact Don McDonald
(201) 238-7880

**Military
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Group**

PROVIDING DIVERSIFIED MARKETING SERVICES
TO MILITARY SUPPLIERS

646 Route 18, Suite 201 • East Brunswick, New Jersey 08816

A
DIVISION
OF



ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Blvd., Dallas, TX 75266-0202

Phone: (214) 780-2011

Telex: 73-2374

Commander: Major General Richard D. Murray, USAF



Maj. Gen. Murray



BG Long

HEADQUARTERS

Commander

Major General Richard D. Murray, USAF
(214) 780-3551

Deputy Commander

BG John E. Long, USA
(214) 780-3631

Assistant to the Commander

O. John Nille
(214) 780-3663

Chief of Staff

Col. C. Y. Wilkerson, Jr., USAF
(214) 780-3731

Director, Merchandising Division

James Beachler
(214) 780-3721

Director, Procurement Support Div.

LTC (P) Bill W. McBroom, USA
(214) 780-2137

Director, Quality Assurance Div.

COL Thomas M. Harper, USA
(214) 780-2711

Director, Services Division

Ron Wulff
(214) 780-3351

Director, Public Affairs Division

Col. Robert E. Finkel, USAF
(214) 780-3865

Minority Business Utilization Specialist

Eula Brown
(214) 780-3571

AAFES BUYING PROCEDURES

AAFES contracting officers use various methods of procurement to buy the multitude of items and services needed. These vary from verbal negotiations with manufacturers or their representatives for brand name merchandise to competitive verbal or written solicitations for other items and services purchased. AAFES' objective is to secure the best possible prices and terms for whatever it buys. AAFES has published detailed procurement policies and procedures for its contracting officers to provide fair and equitable treatment for all.

AAFES headquarters negotiates for all retail merchandise equipment and supplies

from sources in the 48 continental states for its operations overseas and many of the categories of common items for activities in the U.S.

The Alamo Exchange Region, Capitol Exchange Region, Golden Gate Exchange Region, Ohio Valley Exchange Region and Southeast Exchange Region purchase retail merchandise, equipment and supplies not purchased by AAFES Headquarters for retail stores in their respective regions. They also negotiate for concession, support services and construction (to \$100,000) for activities in their respective regions.

Headquarters, AAFES-Pacific purchases retail merchandise, equipment and supplies not provided by AAFES Headquarters from sources in Hawaii. AAFES-Pacific also negotiates for concession, support services and construction from sources in Hawaii.

For more information ask any of the above AAFES locations to give or mail you a copy of "AAFES Facts for Vendors." They can also provide copies of their "Source List Application" which gives the information AAFES contracting officers need to add your firm to the list of sources from which AAFES solicits.

HQ AAFES MERCHANDISING DIVISION

Telephone: (214) 780 + extension

Director

James Beachler x3721

Deputy Director

James E. Glisson x3721

Executive Assistant

James H. Smith x3561

Apparel/Accessories Branch (MR-A)

Chief

Bernard Gillett x3621

Assistant Chief

Fred H. Beer x3717

Ladieswear Section

Merchandise Manager

Harold Mandel x2518

Senior Buyer

Barbara Barbee x2500

Misses, misses petite, womens coordinates; tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Buyer

Helen McMillan x2440

Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses; sleepwear

Buyer

Louise Lindell x2559

Petite dresses, suits, misses, halfsize dresses, misses suits, cocktail, formal and prom dresses; Junior and Misses outerwear

Buyer

Sharon Brown x2204

Misses separates; misses petite, tall pants

Senior Buyer

Jackie Waelde x2510

Junior separates, coordinates

Buyer

Vivian West x3921

Intimate apparel, foundations, lingerie, coordinated daywear, thermal underwear, hosiery

Assistant Buyer

Catherine Mitchell x2558

Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer

Cheri Hemby x2542

Womens size separates and maternity wear

Menswear Section

Merchandising Manager

Joseph L. DeRossi x2163

Senior Buyer

George Miller x2191

Mens jackets, raincoats, long coats, outerwear, vests, leatherwear, warmup suits, action shorts/tops, fashion/active coordinates, mens and ladies skiwear and accessories

Senior Buyer

Ray Gilliam x2789

Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer

Russell Teague x2190

Mens dress, designer, fashion C/S sport, western, heavyweight shirts, neckwear, designer/prestige label program

Army and Air Force Exchange Service

HQ AAFES MERCHANDISING DIVISION (continued)

Buyer

Donald Bleeker x2165

Mens sweaters, basic, fashion knit sport and velour shirts, golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer

Melvin Segal x3499

Mens walk shorts, basic fashion and designer jeans, novelty, imprinted and pro sportswear, robes, pajamas, swimwear, "big and tall" clothing

Buyer

Monte McCarter x2192

Mens basic, fashion and thermal underwear, athletic supporters, sweat shirts and pants, basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer

Minnie Batt x2163

Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Associate Buyer

Tracy Roberts x2163

Childrenswear Section

Merchandise Manager

Lelia A. Ross x3526

Senior Buyer Supervisor

Roger Muhlenkamp x3913

Boys sizes 4-7 and 8-18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates

Senior Buyer Supervisor

B. G. St. Romain x2977

Young junior sizes 6-14, coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts, girls sizes 4-6X and 7-14 coordinates, dress and all weather coats, jackets, girls sizes 4-6X snowsuits, snowpants, girls 7-14 tennis tops, shorts, ski pants and parkas, boys sizes 4-7, snowsuits, pants, snowmobiles, boys sizes 8-20 snowmobiles, ski pants, parkas, toddler boy and girl sizes 2-4 coats, snowsuits and pants, jackets, coats, infant sizes pramsuits, jackets

Buyer

June Cleveland x2974

Girls 4-6X and 7-14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits

Buyer

Lynda Hemphill x2978

Boys 4-7 and 8-20 knit shirts, boys and girls sweaters, sleepwear, robes, swimwear, beach coverups, girls fashion knee-hi socks

Buyer

Martie Cieslewicz x2970

Newborn, infant, toddler boy and girl slacks and slacks sets, jeans, crawlers and crawler sets, warmups, coverall, overalls, creepers, shirts, blouses, suits, shorts and short sets, sunsuits, coordinates

Buyer

Lora Bracken x2971

Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads, girl and boy scouts, childrens budget jeans and knit shirts, underwear, socks, tights, girls umbrellas, leotards, tights, thermal underwear, boys belts

Assistant Buyer

Therese Garman x2967

Infants and toddlers, boys and girls headwear, gloves, mittens, belts, handbags, swimcaps, totes, play aprons, novelty accessories, infant and toddler dresses, diaper sets

Footwear And Small Leather Goods Section

Merchandise Manager

Ron Norrell x2795

Senior Buyer Supervisor

Henry Culley x2798

Ladies fashion and ladies military shoes

Buyer

Mike Mikulecky x2799

Mens dress and casual shoes, all genders athletic shoes

Buyer

James Beverly x2980

Childrens and mens military shoes

Associate Buyer

Jean Kuhn x2790

All genders slippers

Associate Buyer

Dolores Harris x3716

Small leather goods

Fashion Distributors

Distributor Supervisor

Tom Siddall x3454

Distributor Number 1

Nancy Fretwell x3725

Boyswear, except accessories

Distributor Number 2

Fred Richards x2408

Young juniors, girls dresses, coordinates, sleepwear, infants and toddlers sleepwear, girls off-price

Distributor Number 3

Judy Skidmore x3806

Infants and toddlers, except accessories, and sleepwear

Distributor Number 4

Phyllis Lenard x3455

Girls'wear, except dresses, coordinates and sleepwear; childrens accessories

Distributor Number 5

Ruth Goad x2988

Womens swimwear, skiwear, misses separates

Distributor Number 6

Phyllis Gammon x2987

Juniorwear, except outerwear and formal; maternity

Distributor Number 7

Judy Crane x3709

Misses dresses, suits, formal; misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8

Bobbie Smith x2998

Mens suits, sport coats, slacks, jeans, skiwear, tennis and designer shirts, coordinates

Distributor Number 9

Tom Siddall x3454

All specials

Distributor Number 10

Betty Price x2966

All ladies sleepwear, ladies and mens off-price and designer, mens shirts, sweaters, jackets, swimwear, robes, hats, gloves

FASHION DISTRIBUTION CENTER (MR-FDC)

Chief

Clayburn Williams x3704

Facility Manager

James French x2483

Asst. Facility Manager

William Townsley x2281

Consumables, Stationery and Toiletries Branch (MR-G)

Chief

Roy Nielsen x3212

Institutional Food, Retail Grocery Section,

Candy, Snacks Unit

Merchandise Manager

Philip Latos x2566

Senior Buyer-Supervisory

Jack Pegues x3215

Candy, snacks

Associate Buyer

Melva Johnson x2481

Candy, snacks

Procurement Assistant

Pat Preston x3826

Candy, snacks

Institutional Food Unit

Senior Buyer-Supervisory

Jack Leavitt x3226

Groceries

Buyer

Jimmie Anderson x2839

Frozen, chilled foods, nuts and crackers

Associate Buyer

JoAnn Whitlock x3214

Procurement Assistant

Sharon Hoelter x3891

Groceries

Procurement Assistant

Betty Redd x3229

Freeze, chill

Retail Grocery Unit

Senior Buyer-Supervisory

Lou Faulkner x3236

Juices, freeze, chill

Buyer

Ronald J. Alleva x3216

Associate Buyer

Deb Glaves x3893

Procurement Assistant

Geneva Patterson x3220

Groceries

Beverage, Tobacco, Toiletries Section

Merchandise Manager

Frank Grippy x3311

Senior Buyer-Supervisory

Frederick S. Lyon x3969

Beverages

Buyer

Mike Frakich x3969

Cigarettes, tobacco, smoking accessories

Associate Buyer

Terry Moore x3969

Toiletries Unit

Senior Buyer-Supervisory

Imogene Huwyler x3656

Fragrance items, perfumes, colognes, lotions, creams, nail care, cosmetics, seasonal, toiletry gift sets, eyewear

Associate Buyer

Jan Shedd x3928

Buyer

Steve Kimple x3656

Hair care, sanitary, drugs, paper products

Buyer

Avis A. Coltrain x3656

Shaving, dental, soap, deodorants

Buyer

Dorothy Macon x3656

Vitamins, foot aids, baby supplies, personal care appliances, budget toiletries

Stationery Unit

Senior Buyer-Supervisory

Guy Ormiston x3311

Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Army and Air Force Exchange Service

HQ AAFES MERCHANDISING DIVISION (continued)

Associate Buyer

William Nilsson x3311

Procurement Assistant

Joan Scheffler x3311

Buyer

Thomas Froom x3311

Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Hardlines and Domestic Branch (MR-H)

Chief

R. A. Hamilton x2771

Toys, Luggage, ODL, Hardware, Cleaning Supplies, Appliances, Sporting Goods Section

Merchandise Manager

Bill Sullivan x3315

Toys and Luggage Unit

Senior Buyer-Supervisory

Frank Oliverio x2996

Buyer

Joyce Marrow x2997

Toys

Buyer

Jerry Hodges x2524

Bicycles, hobbies

Buyer

Roland Faucher x3273

Luggage

Assistant Buyer

Edward Trevino x3967

Appliance and Sporting Goods Unit

Senior Buyer-Supervisory

Glen Stotz x3256

Buyer

William Bethard x3272

Camping, baseball, softball, knives, thermos

Buyer

Vacant x2353

Sporting goods, exercise, family games, aquatic, tennis, racquet ball, fishing, major appliances, light bulbs, batteries

Associate Buyer

Ted Baer x2585

-Associate Buyer

Nancy Smith x3263

ODL, Hardware, Cleaning Supplies Unit

Senior Buyer-Supervisory

Mike McClain x2135

Buyer

Gary Tunnell x2133

Outdoor living, hardware tools, garden products

Buyer

Tony Spencer x3968

Cleaning supplies, preservatives

Associate Buyer

Ana Blethen x3201

Linens, Fabrics, Jewelry, Watches, Furniture,

Housewares, Giftware Section

Merchandise Manager

Betty Williams x3251

Linens & Fabrics Unit

Senior Buyer-Supervisory

Bill Howk x3517

Sheets and ensembles

Buyer

Pat Kirkpatrick x3518

Kitchen terries, pillows, drapes, curtains, mattress pads, shower curtains, bath mats, table linens, placemats, scatter rug doilies

Buyer

Jean Allison x2574

Sewing notions, art needlework, macrame, sewing machines

Buyer

Janette Ford x3269

Basic and fashion fabrics, sewing patterns, laces and trims

Assistant Buyer

Marta Boggio x3524

Decorator shoppes, towels, bedspreads, blankets

Jewelry, Watches, Furniture Unit

Senior Buyer-Supervisory

Ray Gattinella x3618

Watches

Buyer

Ole Hill x3268

Juvenile furniture, lamps, rugs, drop ship furniture, T.V. trays, mirrors and shelving

Buyer

James Howard x3267

Furniture

Buyer

Adele Morris x2198

Clocks, costume jewelry, watchbands

Buyer

Jerry Huston x3714

14k gold, filled, sterling silver jewelry

Associate Buyer

Otis Johnson x2134

Housewares, Giftware Unit

Senior Buyer-Supervisory

Sonny James x2646

Buyer

Terry Jackson x3797

Giftware, silver

Assistant Buyer

John Akridge x3257

Procurement Assistant

Juanita Champion x3619

Giftware

Procurement Assistant

Cherryl Pannell x2193

Giftware

Audio And Photo Branch (MR-L)

Chief

Frank J. Savarese x2111

Photo And Optical Section

Senior Buyer-Supervisory

Billy Wade x3623

Film, photoflash, projection lamps, mailers, binoculars, microscopes, telescopes

Buyer

Irene M. Cox x2330

Still and movie cameras and projectors, darkroom equipment, flash units, camera bags, lenses

Buyer

John T. Hall x3978

Photo finishing, film processing, mailers

Assistant Buyer

Laura Bessom x3613

Photo finishing, training coordinator

Associate Buyer

Andrew Banks x3977

Audio Section

Senior Buyer-Supervisory

James Koga x2596

Personal electronics, music systems, VCRs, TVs

Buyer

Herbert Lai x2596

Components, blank recording tapes

Buyer

Mike Cooper x2596

Car stereos, TV games, home computers, accessories, musical instruments

Assistant Buyer

Charles McDonald x2596

Associate Buyer

Mark Roessler x2596

Auto Unit

Senior Buyer

Walter Kania x3324

Auto accessories, oil, chemicals

Buyer

Walter Knott x3324

Auto tires, batteries

Assistant Buyer

William Munn x3324

Associate Buyer

Hanelore Lenz x3324

Sales Management Branch (MR-O)

Chief

O. James, Jr. x2651

Assistant Chief

James P. Gildersleeve x2652

Sales Planning Section

Chief

John A. Hanson x2741

Store Planning Section

Chief

Ron Peach x2653

Catalog Sales Center (MR-S)

Chief

Rex Keely x3333

Assistant Chief

Ronald R. Rooney x3333

Military Clothing Branch (MR-U)

Chief

William Schultz x2601

Assistant Chief

LTC David Bates, USA x2994

Uniform Procurement Section

Merchandise Manager

Michael Thelen x2994

Senior Buyer (Army)

William Moeller x3202

Senior Buyer (Air Force)

Carol Williams x3208

Army and Air Force Exchange Service

HQ AAFES PROCUREMENT SUPPORT DIVISION

Telephone: (214) 780 + extension

Director

LTC (P) Bill W. McBroom x2137

Deputy Director

William McEntire x2137

Construction and Services Branch (PR-S)

Services Section Contract Specialist

Duaine Svenby x2553

Equipment and Supplies Branch (PR-F)

Chief

Karl W. Knutson x3171

Supervisory Contract Specialist—Section I

Earl Childree x2687

Computers, Business Machines, Store Fixtures

Contract Specialist

Richard Rabb x2872

Computer software, cash registers, business machines/ADP equipment

Contract Specialist

Peggy Gamblin x3853

Retail store fixtures, signs and accessories

Contract Specialist

Merle Brockington x3854

Solicitations & construction projects, retail store fixtures, accessories

Purchasing Agent

Gail Smith x2867

Overseas purchase orders, retail store fixtures & accessories

Purchasing Agent

Lorraine Arthurs x3852

ADP, office machine delivery orders

Vehicles, MHE, Warehouse Equipment-Service

Station, Floor Care, Sales of AAFES

Property, Auto Parts

Contract Specialist

Bill Russell x2868

Automotive spare parts, service station equipment, mechanical and hand tools

Contract Specialist

Esther Smith x3858

Passenger cars, organic vehicles, mechanized materials handling equipment, mobile sales outlet

Contract Specialist

Pat Thompson x3859

Manual materials handling equipment, conveyor systems, warehouse & stockroom shelving, bailing equipment, safes, related items

Purchasing Agent

Evelyn Taggart x2862

Service station equipment, lawn mowers, tractors, strapping materials, shrink wrap, security locks & seals, pallets & pallet materials, surplus equipment sales, snow plows

Purchasing Agent

Gloria White x3041

Spare parts for vehicles & materials handling equipment, MHE, automotive manuals, hand & air tools, auto specialty merchandisers

Motion Picture, Audio-Visual, HVAC,

Furniture, Construction Materials

Contract Specialist

Tom Ota x2871

Special projects, major contracts

Contract Specialist

Randy Williams x3983

Furniture, draperies, decor items, heating, ventilation, air conditioner equipment

Contract Specialist

Pat Adkins x2701

Motion picture equipment, photographic, audio, video, security, fire detector alarms, communications

Purchasing Agent

Barbara Phillips x2702

Floor covering, floor maintenance equipment, equipment for personal services activities, refrigeration parts, supplies, waste receptacles

Purchasing Agent

Barbara Brinick x2869

Construction materials: ceiling, electrical, plumbing, lumber, dry wall, doors & windows, paint, insulation, hardware

Supervisory Contract Specialist—Section II

Max L. Dalton x2688

Food Services, Plant Equipment

Contract Specialist

Russ Leibfarth x2870

Food line counters, plant equipment, ice plants

Contract Specialist

Becky Foster x2864

Foodline counters, walk-in freezers, coolers

Contract Specialist

Mary Jane Williams x3857

Refrigerated food equipment, Equipment Supply Availability Bulletins (E/SABs) for food equipment

Purchasing Agent

Oma Mitchell x3856

Food preparation equipment, food serving equipment, food display equipment

Purchasing Agent

Linda Allen x3855

Food equipment accessories, food equipment spare parts

Local Procurement: Printing, Forms, Paper and Office Supplies

Contract Specialist

Rod Breland x2868

Printing of Exchange Catalog and Home Shopping Guide

Contract Specialist

Ethel Young x3689

Office supplies, envelopes, gift wrap program, specialty promotion items, computer tab paper, miscellaneous paper stock

Contract Specialist

Jackie Norwood x3173

Promotional sign kits & tabloids, visuals (signs), printing of Planner and The Exchange Post, printed materials

Purchasing Agent

Glenda Huma x2866

AAFES forms & specialty visuals, labels, decals

Purchasing Agent

Lou Gravley x3197

Local procurement items

Expendable Supplies: Plant, Food Services, Vending Equipment, Spare Parts, Cleaning Supplies, Miscellaneous

Contract Specialist

Jerry Romine x2865

Club and mess catalog, uniforms, hangers

Contract Specialist

Phyllis Wright x3174

Packaging supplies, plastic, paper for bakery, dairy and meat plants, corrugated supplies

Contract Specialist

Ed Wilkerson x2692

Vending & amusement machines

Purchasing Agent

Joy Price x2693

Cafeteria supplies, kitchen ware, plastic and paper supplies for food services, EOM and Club supplies, gift boxes & supplies

Purchasing Agent

Theresa Vinson x2694

TV, electronics & small appliances, repair parts, concessionaire barber, beauty, optical supplies

Supervisory Contract Specialist—Section III

Paul Kelleher x3175

Management Support

Inventory Management Specialist

Doris Shearin x3047

Cleaning supplies, plastic & paper supplies for food services, supplies for concessionaires, cafeterias, clubs and mess packaging for bakery, dairy and meat plants, corrugated containers, gift boxes, grocery bags

Inventory Management Specialist

Sue Duke x3011

Service Station supplies, floor care equipment & supplies, waste receptacles, office supplies, computer paper, retail sales labeling program, cash register paper supplies

Procurement Analysts

Marilyn Scott x3044

John Yamaguchi x3040

Worldwide stock assortment, E/SABs, reviews daily, weekly & monthly mechanized reports

AAFES QUALITY ASSURANCE DIVISION

Director

COL Thomas M. Harper, USA x2711

Deputy Director

Joseph Werres x2711

Plans Programs and Systems Office (QA-A)

Chief

Floyd Sherrell x2710

Inspection Branch (QA-I)

Chief

Sid Poindexter x3819

Western Inspection Section

Supervisor

Bob Williams x3431

Eastern Inspection Section

Supervisor

Jere Cox (404) 363-5862

Technical Branch (QA-T)

Chief

Kenneth L. Wilson x3435

Army and Air Force Exchange Service

HQ AAFES SERVICES DIVISION

Director
Ron Wulff x3351

Deputy Director
Keith Shaw x3351

Automotive Merchandise & Services Branch (SV-A)

Chief
W. Michael Beverly x3484

Merchandise Section (SV-A/M)

Senior Buyer
Walt Kania x3324

Buyer
Walter Knott x3326

Buyer
William D. Munn x3325

Buyer
Steven T. Waddle x3324

Associate Buyer
Hanelore Lenz x3971

Services Section (SV-A/S)
Automotive Services Specialist
Richard Malone x2113

Gasoline & New Car Sales Contract Specialist
Joseph S. Wizansky x2256

Food Branch (SV-F)
Chief
Henry Fournier x2661

Motion Picture Services Branch (SV-M)

Chief
Roger Wood x2622

Film Procurement Officer
Dave Bochkor x2622

Services & Vending Branch (SV-S)
Chief
Wesley V. Dasher x2267

Staff Optometrist
Robert Krauth x3424

Sales & Systems Management Branch (SV-O)
Chief
Richard J. Fregoe x2235

CONUS Exchange Region Chiefs & Area Exchange General Managers

Alamo Exchange Region

Chief
Carl R. Gaines
(512) 229-2801

CENTRAL TEXAS AREA

General Manager
Alfred J. Parrinello
(817) 532-2090

SOUTH TEXAS AREA

General Manager
James H. Wright
(512) 674-5140

SOUTHWEST AREA

General Manager
Joseph T. Churak
(915) 562-8851

RED RIVER AREA

General Manager
Roger Dix
(318) 226-5512

Capitol Exchange Region

Chief
Elwood Sanders
(202) 274-7549

MID-ATLANTIC AREA

General Manager
Danny L. McDaniel
(609) 723-7191

NEW ENGLAND AREA

General Manager
John F. Castella
(617) 772-0428

TIDEWATER AREA

General Manager
Albert L. Jones
(804) 851-6671

WASHINGTON AREA

General Manager
James R. Hensley
(202) 274-7200

AZORES AREA

General Manager
Samuel F. Johnston

Golden Gate Exchange Region

Chief
Frank Hardt
(415) 556-3400

ARIZONA AREA

General Manager
Constance Baldwin
(602) 748-8122

CENTRAL CALIFORNIA AREA

General Manager
Claude Hill
(408) 899-3281

NORTHWEST AREA

General Manager
Andrew J. Ruffo
(206) 964-5124

SOUTHERN CALIFORNIA AREA

General Manager
Tsutomu Ige
(714) 884-6301

ALASKA AREA

General Manager
Harry N. Scott
(907) 753-4113

Ohio Valley Exchange Region

Chief
Harold C. Rayborn
(812) 283-1801

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General Manager
Coy B. Cardin, Jr.
(314) 368-2161

GREAT LAKES AREA

General Manager
Ruth E. Pierce
(906) 346-9216

MIDWEST AREA

General Manager
Roger A. Perez
(513) 879-2105

NORTH CENTRAL AREA

General Manager
Edmond S. Fitzgerald
(402) 291-9504

ROCKY MOUNTAIN AREA

General Manager
Michael R. Cunningham
(303) 576-6697

Southeast Exchange Region

Chief
Donald Pontius
(205) 264-7301

PIEDMONT AREA

General Manager
Raymond E. Faucher
(803) 782-5103

FLORIDA AREA

General Manager
Clarence E. Clevenger
(813) 840-2143

GULF COAST AREA

General Manager
N. D. Headrick
(904) 678-1555

WEST GEORGIA AREA

General Manager
Alexander Swingle
(404) 682-0360

PANAMA AREA

General Manager
Thomas Harrod, Jr.
(313) 287-3465

AAFES DISTRIBUTION REGION

Chief
Rosalie LaFleur
(404) 363-5902

AAFES-EUROPE

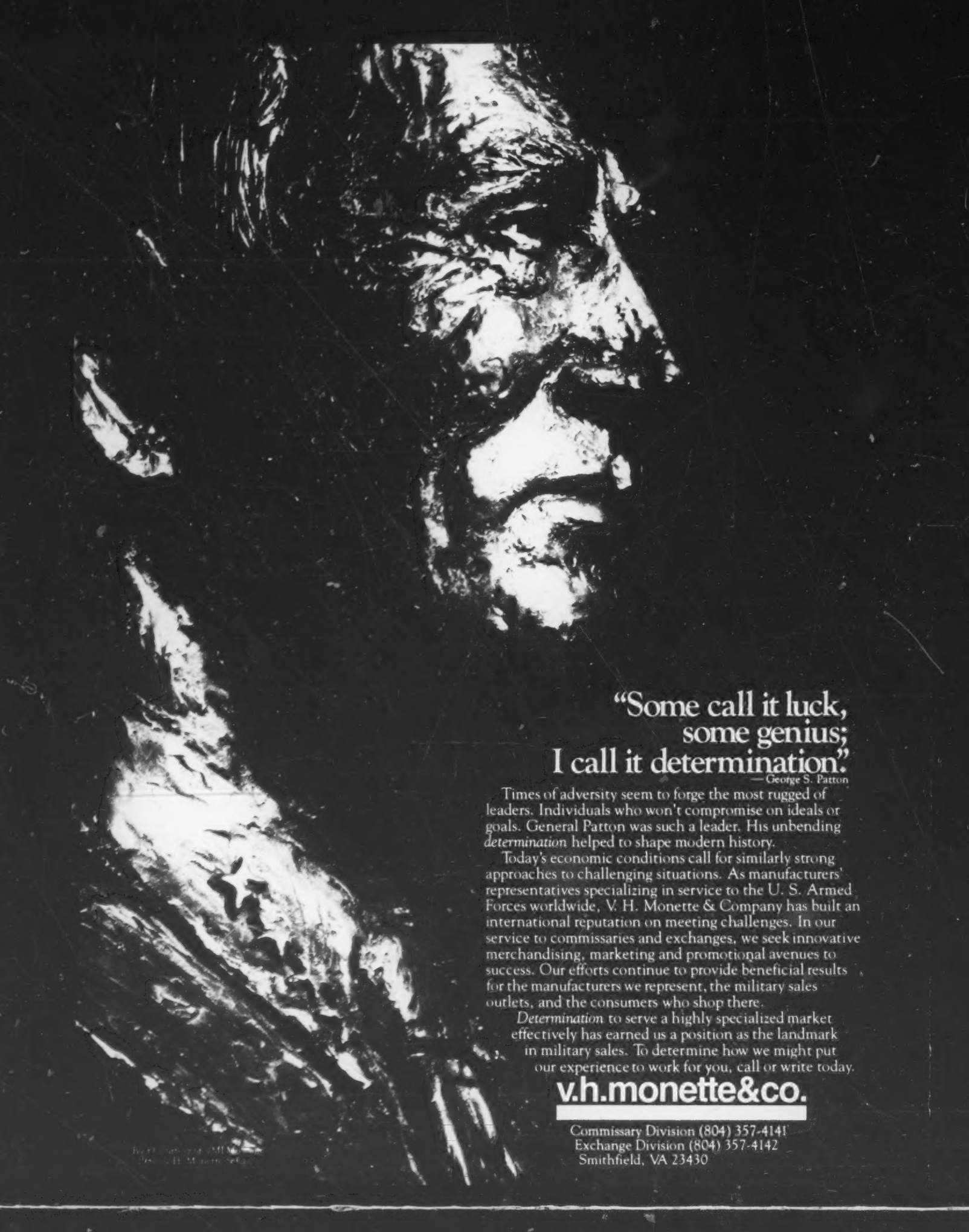
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APO New York 09245

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Commander
BG Eugene B. Leedy, USA
Director, Merchandising
Gerald Saperstein x401

FRANKFURT AREA
APO New York 09757
General Manager
Dennis Jones

KAISERSLAUTERN AREA
APO New York 09227
General Manager
Harry W. Marshall



**"Some call it luck,
some genius;
I call it determination."**

—George S. Patton

Times of adversity seem to forge the most rugged of leaders. Individuals who won't compromise on ideals or goals. General Patton was such a leader. His unbending determination helped to shape modern history.

Today's economic conditions call for similarly strong approaches to challenging situations. As manufacturers' representatives specializing in service to the U. S. Armed Forces worldwide, V. H. Monette & Company has built an international reputation on meeting challenges. In our service to commissaries and exchanges, we seek innovative merchandising, marketing and promotional avenues to success. Our efforts continue to provide beneficial results for the manufacturers we represent, the military sales outlets, and the consumers who shop there.

Determination to serve a highly specialized market effectively has earned us a position as the landmark in military sales. To determine how we might put our experience to work for you, call or write today.

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Smithfield, VA 23430

Photo courtesy of AMIA Inc.
Patton: H. M. Jones, 1963

Army and Air Force Exchange Service

AAFES-Europe (continued)

NUERNBERG AREA
APO New York 09696
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Frederick E. Richards

SPANGDAHLEH AREA
APO New York 09123
General Manager
Joel R. Sontag

STUTTGART AREA
APO New York 09143
General Manager
James Jones

ITALY AREA
APO New York 09168
General Manager
Wilbur J. Leach

SPAIN AREA
APO New York 09283
General Manager
Marion A. Cockrell

UNITED KINGDOM AREA
APO New York 09129
General Manager
Robert F. Winston

GREECE AREA
APO New York 09253
General Manager
Kenneth A. Grimes

TURKEY AREA
APO New York 09118
General Manager
Michael T. Killian

AAFES-PACIFIC

Headquarters
AAFES-Pacific
919 Ala Moana Blvd.
Honolulu, HI 96814
Tel: (806) 5338 + extension

Commander
Col. Charles L. Gaty, USAF
Director, Operations Division
Rodney Pollard x215

Chief, Distribution Branch
Jack Allen x378

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919 Ala Moana Blvd.
Honolulu, HI 96814
General Manager
Robert Malinowski

OKINAWA AREA
APO San Francisco 96344
General Manager
Clifton G. Seay

JAPAN AREA
APO San Francisco 96328
General Manager
Leo Gota

PHILIPPINES AREA
APO San Francisco 96431
General Manager
Michael J. Bixby

GUAM AREA
APO San Francisco 96351
General Manager
George Bargfrede

KOREA AREA
APO San Francisco 96301
General Manager
Thomas L. Papst

AAFES CLASSIFICATION OF SALES BY RETAIL DEPARTMENT Averages for CONUS Main Stores FY 1983 (\$ in Thousands)

Department	"A" Stores Monthly Averages			"B" Stores Monthly Averages			"C" Stores Monthly Averages			"D" Stores Monthly Averages		
	\$ Sales	Sales Per SF	GP Per SF	\$ Sales	Sales Per SF	GP Per SF	\$ Sales	Sales Per SF	GP Per SF	\$ Sales	Sales Per SF	GP Per SF
Automotive	12,716	31.79	9.36	7,807	27.59	9.13	5,649	28.53	11.93	2,362	19.85	4.62
Tobacco Products	34,955	155.36	34.17	21,073	107.52	22.10	18,425	101.24	20.78	16,131	177.26	35.38
Food, Beverages, Candy	43,619	36.41	6.56	23,984	38.75	4.09	23,389	34.14	6.42	15,424	34.90	4.47
H&BA	149,175	79.86	14.94	72,757	57.56	9.88	42,503	50.66	8.69	21,299	38.45	5.84
Military Wear	66,744	46.48	8.58	49,024	31.94	4.67	46,306	38.81	5.98	20,281	24.92	2.49
Jewelry & Watches	72,628	81.42	17.67	39,316	53.93	13.27	21,174	39.28	9.61	7,925	31.32	8.62
Stationery	85,891	51.43	12.15	50,925	35.41	7.86	30,889	31.98	7.17	12,952	24.62	5.34
Menswear	136,305	36.65	6.18	71,637	26.98	6.45	36,040	21.94	5.14	16,828	18.00	4.33
Ladieswear	133,795	33.33	3.55	67,259	26.22	5.16	37,778	20.80	4.41	12,511	15.50	3.79
Boyswear	28,876	20.11	2.86	16,122	16.62	2.58	9,282	12.73	1.76	3,609	9.47	1.65
Girlsware	22,779	16.01	2.33	12,710	15.46	2.03	7,268	13.14	1.69	3,075	8.31	1.43
Infants/Toddler's Wear	29,517	27.46	4.31	15,419	19.52	2.45	10,288	17.71	2.56	4,178	12.22	1.73
Footwear	72,864	61.38	12.08	41,262	45.14	8.01	24,952	41.59	8.18	8,720	24.84	4.42
Linens & Domestic	40,693	27.04	6.91	21,865	18.39	5.18	10,927	15.07	3.87	4,174	12.39	3.38
Yardage/Sewing Notions	22,161	15.35	4.54	12,218	11.15	2.95	8,004	10.70	3.19	2,622	6.62	1.84
Dinnerware/Flatware	12,528	21.60	5.71	6,298	18.05	3.34	4,026	13.38	4.24	1,325	6.40	2.58
Kitchenware	33,973	29.41	5.59	19,565	24.27	5.33	9,492	15.79	2.64	4,605	13.19	2.50
Giftware	28,054	26.95	8.75	14,449	22.09	8.41	7,267	16.22	5.27	2,942	12.63	3.23
Household/Cleaning Supplies	91,900	49.22	9.67	47,518	34.01	6.68	29,429	31.51	6.05	11,822	24.13	5.22
Hardware	47,191	34.32	12.10	22,226	23.52	8.23	14,356	18.52	6.69	4,984	11.41	3.53
Luggage	15,985	34.52	10.38	10,296	32.38	10.27	4,713	23.56	7.39	1,487	14.30	4.20
Outdoor Living	41,724	16.14	4.13	19,156	11.32	2.13	12,350	9.52	1.86	6,716	6.87	1.37
Sporting/Camping Goods	35,955	26.83	5.59	21,515	20.05	4.13	11,197	13.36	2.65	4,327	14.00	2.85
Photo Finishing	11,383	252.96	57.51	8,603	220.59	67.38	5,890	168.29	42.12	2,099	67.71	19.33
Photo-Optical	48,018	98.80	11.81	31,449	104.83	14.90	17,829	91.43	10.91	7,527	72.38	10.32
Toys, Games, Bicycles	23,326	28.14	2.94	17,469	15.10	1.12	12,901	20.25	2.52	5,531	16.66	2.49
Home Entertainment	99,408	114.13	12.00	51,603	75.78	9.78	30,535	67.56	8.81	12,003	48.60	7.95
Recorded Sound/Video	20,993	38.38	10.09	11,981	31.70	9.24	6,612	25.05	7.97	2,997	18.16	4.83
Average Sales/SF	\$ 52,258	\$ 39.92	\$ 11.01	\$ 28,768	\$ 30.00	\$ 9.17	\$ 17,838	\$ 26.35	\$ 7.52	\$ 7,873	\$ 20.61	\$ 5.71
Average Square Feet		1,309			959			677			382	

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Our 10th Anniversary!
1973-1983



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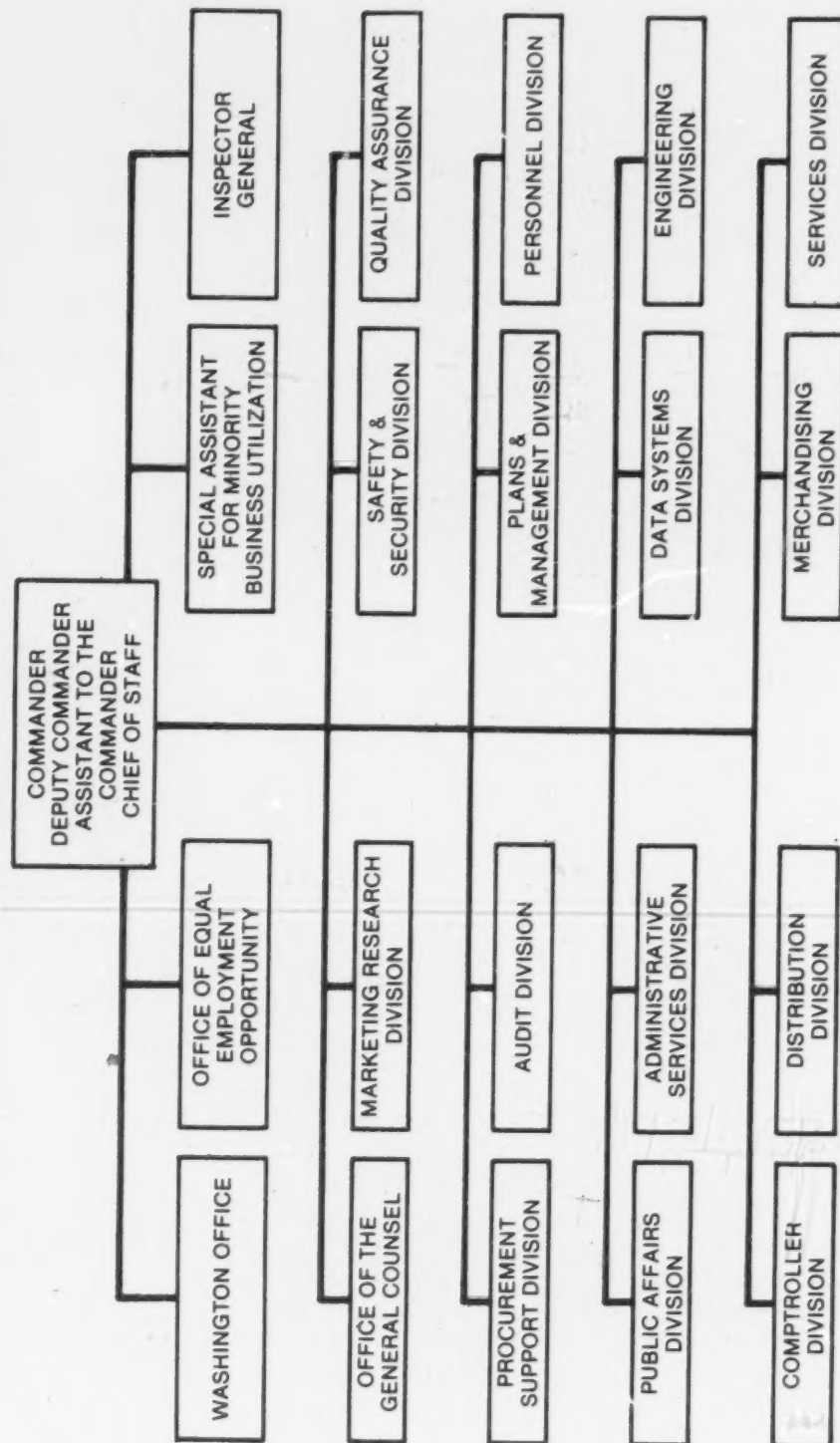


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(808) 488-1227

5333 Fairbanks Street #7
Anchorage, AK 99502
(907) 272-1558



HEADQUARTERS ARMY AND AIR FORCE EXCHANGE SERVICE



A black and white photograph of a desk. In the foreground, a pen lies horizontally. Above it, a ruler is partially visible. In the background, a white envelope is open, and a card is placed inside it. The card has the words "Thank you" in a large, cursive font. Below this, in a smaller, sans-serif font, is a message celebrating S&K Sales Co.'s 50th anniversary. The card is set against a dark, textured background.

Thank you

This year S&K Sales Co. turns 50...
thanks to every employee,
every customer, every principal.
Thanks for making 50 happen.

S&K SALES CO.

Army and Air Force Exchange Service

AAFES SALES BY RETAIL DEPARTMENTS FY 1981-YTD 1984* (\$ in Thousands)

Department	Dept. Code	FY 81	% of Total	FY 82	% of Total	FY 83	% of Total	YTD (June) FY 84*	% of Total
Automotive	01	\$ 92,938	3.1	\$ 98,711	3.0	\$ 99,467	2.9	\$ 41,376	2.9
Beer & Sodas	23	(new dept.—FY 82)		101,865	3.1	148,260	4.3	76,560	5.4
Boyswear	74	36,137	1.2	38,460	1.1	39,558	1.2	14,748	1.0
Cleaning Supplies	83	39,935	1.3	47,412	1.4	49,699	1.4	19,895	1.4
Cosmetics & Fragrances	34	(new dept.—FY 82)		62,683	1.9	69,106	2.0	27,811	2.0
Dinnerware & Flatware	80	21,034	.7	22,802	.7	21,324	.6	8,491	.6
DPSC Merchandise	19	73,750	2.5	177,541	5.3	162,882	4.7	73,145	5.2
Food & Juices	20	385,089	12.9	298,145	8.9	261,232	7.6	99,476	7.0
Footwear	77	93,542	3.1	107,625	3.2	117,345	3.4	50,083	3.5
Furniture & Rugs	86	39,422	1.3	45,567	1.4	50,460	1.5	21,002	1.5
Giftware	82	41,367	1.4	46,243	1.4	48,446	1.4	18,098	1.3
Girlswear	75	28,031	.9	31,964	1.0	32,619	.9	12,188	.9
Hardware	87	61,973	2.1	64,122	1.9	66,845	1.9	26,912	1.9
HABAs & Sunglasses	30	233,635	7.9	193,650	5.8	201,687	5.9	82,989	5.8
Hobbies	94	3,351	.1			(dept. phased out effective FYE 1981)			
Home Entertainment	97	359,955	12.1	438,322	13.2	471,367	13.7	192,269	13.6
Infants' & Toddlers' Wear	76	38,901	1.3	43,278	1.3	46,696	1.4	19,320	1.4
Jewelry, Clocks & Small Leather Goods	50	90,748	3.0	53,924	1.6	46,377	1.3	18,256	1.3
Jewelry—Precious & Semi-Precious	56	(new dept.—FY 82)		29,828	.9	36,040	1.1	15,014	1.1
Kitchenware	81	41,967	1.4	45,427	1.4	47,809	1.4	17,273	1.2
Linens & Domestics	78	66,545	2.2	65,644	2.0	63,839	1.9	24,743	1.7
Luggage	88	25,812	.9	27,399	.8	27,991	.8	11,890	.8
Men's Furnishings	71	122,089	4.1	130,392	3.9	138,807	4.0	57,949	4.1
Men's Outerwear	70	71,193	2.4	77,718	2.3	79,635	2.3	30,347	2.1
Military Wear	40	47,528	1.6	56,636	1.7	58,167	1.7	24,616	1.7
Outdoor Living	89	54,956	1.8	58,688	1.8	63,493	1.8	34,941	2.5
Photo Finishing	92	(new dept.—FY 82)		14,637	.4	18,326	.5	7,602	.5
Photography & Optical	93	134,955	4.5	121,777	3.7	114,386	3.3	45,719	3.2
Recorded Sound & Video	98	59,564	2.0	65,688	2.0	65,161	1.9	27,442	1.9
Sporting Goods & Camping Supplies	91	58,116	2.0	57,038	1.7	55,993	1.6	25,940	1.8
Stationery	60	142,126	4.8	153,813	4.6	163,546	4.7	64,419	4.5
Tobacco Products & Smoking Accessories	10	130,501	4.4	135,164	4.1	139,967	4.1	57,520	4.1
Toys, Games & Bicycles	95	52,593	1.8	63,319	1.9	70,547	2.1	23,857	1.7
Traffic & Major Appliances	85	107,625	3.6	107,369	3.2	113,261	3.3	44,817	3.2
Watches	51	25,124	.8	35,274	1.1	35,875	1.0	12,884	.9
Women's Furnishings	73	68,414	2.3	73,477	2.2	78,872	2.3	31,392	2.2
Women's Outerwear	72	89,489	3.0	102,191	3.1	106,843	3.1	45,223	3.2
Wrapping & Packing Supplies	84	2,707	.1			(dept. phased out effective FYE 1981)			
Yardage & Sewing Notions	79	34,736	1.2	35,185	1.0	34,043	1.0	12,662	.9
Total		\$2,985,848	100.0%	\$3,328,978	100.0%	\$3,445,880	100.0%	\$1,418,869	100.0%

*Sales data are worldwide and include mail order catalog sales. Vending, concession and related services sales are excluded. Sales for FY 1984 are for the first 5 months (February-June, 1984).

Note: The "Dept. Code" column is provided for reference only; AAFES frequently uses these references in "Notices to the Trade," selected reports and other information disseminated to industry suppliers and others researching sales, performance, operating or merchandising data.

YESTERDAY, TODAY & TOMORROW.



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HQ AAFES 1985 SALES PROMOTION CALENDAR

Promotion Week	Promotion Theme	1985 Event Dates
1	Beginning of Year Sale	January 2-6
2	Sale	January 9-13
3	Dollar Day Sale	January 16-20
4	Sale	January 23-27
5	Sweetheart Sale	January 30-February 3
6	Valentine's Day Sale	February 6-10
7	Washington's Birthday Sale	February 13-18
8	Spring Sale	February 20-24
9	Outdoor Living Sale	February 27-March 3
10	Sale	March 6-10
11	St. Patrick's Day Sale	March 13-17
12	Sale	March 20-24
13	Home Improvement Sale	March 27-31
14	Easter Sale	April 3-7
15	Sale	April 10-14
16	Spring Clean-Up Sale	April 17-21
17	Electronics Extravaganza	April 24-28
18	Pre-Graduation Sale	May 1-5
19	Mother's Day Sale	May 8-12
20	Armed Forces Day Sale	May 15-20
21	Memorial Day Sale	May 22-27
22	Vacation Time Sale	May 29-June 2
23	Dollar Days Sale	June 5-9
24	Father's Day Sale	June 12-16
25	Summer Value Sale	June 19-23
26	Sale	June 26-30
27	Enjoy the 4th Sale	July 3-7
28	AAFES Anniversary Sale	July 10-16
29	Mid-Summer Sale	July 17-21
30	Sale	July 24-28
31	Back-to-School Sale	July 31-August 4
32	Sale	August 7-11
33	End of Summer Sale	August 14-18
34	Sale	August 21-25
35	Labor Day Sale	August 28-September 2
36	Home Improvement Sale	September 4-8
37	Toyland Sale	September 11-15
38	Housewares Sale	September 18-22
39	Sale	September 25-29
40	AAFES Supersale	October 1-8
41	Columbus Day Sale	October 9-14
42	Photo Sale	October 16-20
43	Homemaker Fair Sale	October 23-27
44	Sale	October 30-November 3
45	Salute to Veterans	November 6-11
46	Electronics Sale	November 13-17
47	Thanksgiving Sale	November 20-24
48	Christmas Present Sale	November 29-December 3
49	AAFES Is Christmas Sale	December 4-8
50	Christmas Sale	December 11-14
51	Christmas Sale	December 18-24
52	White Sale	December 26-29

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LTG Babers



RADM Pomponio



Maj. Gen. Connolly

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G. Flessate

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BGEN James E. Cassity, USMC

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Directorate of Contract Management

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Directorate of Quality Assurance

Maj Gen J. P. Morgan, USAF

DLA'S MISSION AND PURPOSE

The Defense Logistics Agency (DLA) is responsible to the Secretary of Defense for providing effective and economical support for services and supplies used in common by all Military Services, other DoD components, federal and civil agencies, foreign governments, and others as authorized. DLA provides services and supplies to include assigned materiel commodities, items of supply, logistics services, contract administration services and other support services as directed by the Secretary of Defense. DLA also administers the operation of other assigned DoD programs.

DLA is responsible for materiel management encompassing item management classification, requirements and supply control, procurement, quality and reliability assurance, industrial mobilization planning, storage, inventory and distribution, transportation, maintenance and manufacture, provisioning, technical logistics data and information, value engineering and standardization.

Contract administration services provide support to the military departments and other DoD components, the National Aeronautics and Space Administration (NASA), other designated Federal and State agencies, and foreign governments.

Scientific and technical information support services of the centralized management information and technical report data banks

at the Defense Documentation Center and administrative management of nine contractor-operated DoD Information Analysis Centers in selected fields of science and technology.

DLA also administers assigned DoD programs including the DoD Coordinated Procurement Program, Federal Catalog System, DoD Excess, Surplus, and Foreign Excess Personal Property Disposal Program, DoD Retail Interservice Support Program (DRIS), Defense Materiel Utilization Program, DoD Industrial Plant Equipment Program, Foreign Military Sales, operating Military Parts Control Advisory Groups (MPCAG) for standardization of parts at the system equipment design stage, DoD-wide program for redistribution/reutilization of excess automatic data processing equipment, Defense Automatic Addressing System, DoD Industrial Facilities Protection Program, DoD Arms, Ammunition and Explosives Inspection Program of DoD Prime and Subcontractors, Defense Precious Metals Recovery Program, Executive Agent for Materiel Redistribution via the Defense European and Pacific Redistribution activity (DEPRA), assigned logistics operations contingent to the National Civil Preparedness Program, assigned aspects of the DoD Food Service Management Program, DoD-wide Interchangeable/Substitutable Program, Military Standard Logistics Systems,

Logistics Data Element Standardization and Management Program, Defense Procurement Management Review, administering hearing examiner and trial attorney functions related to the DoD Industrial Personnel Security Program, providing manpower data support to DoD and other Government agencies, as assigned, and the Program Manager for the Defense Energy Information System.

DoD supply relationships are monitored with the General Services Administration (GSA).

As the operating agency for the DoD Automated Placement Programs, DLA serves to provide administrative support to the Centralized Referral Activity whose functions are under ASD (MI&L) supervision. These programs are the Centralized Referral System which provides for the placement of displaced DoD employees, the Overseas Employment Referral Program, and the Automated Career Management System (ACMS) for placement of employees registered in the DoD-wide career program for Procurement and Quality Assurance personnel.

DLA also provides systems analysis and design, procedural development, and maintenance for supply and service systems as assigned by the Secretary of Defense.

The constant objective of the DLA is to support military readiness.

Defense Logistics Agency

DLA PRIMARY LEVEL FIELD ACTIVITIES

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Defense Logistics Agency

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Commander: Commodore John H. Ruehlin, SC, USN



COMO Ruehlin



Col. Rush

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Director, Telecommunications & Information

Systems
Col Graham M. Smith, USAF
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Chief, Nonperishable Branch

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Assistant Chief, Contracting and Production

Division
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Chief, Meat and Seafood Branch

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Chief, Fruit & Vegetable Branch

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Chief, Operations Analysis Branch

Frank Masterson
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Chief, Branch Name Contracting

Joseph Iancale
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Chief, Contract Administration

Vacant
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ABOUT THE DPSC

The Defense Personnel Support Center (DPSC) directs its worldwide operations from Philadelphia, PA.

DPSC buys and manages food, clothing and textiles, and medical supplies for all the

military services, some Federal agencies and authorized foreign governments. Support of the Military Services with the highest quality food is crucial to the fighting ability of our Armed Forces. A variety of whole-

some, nutritious, and appealing food is vital to health and morale.

The task is often difficult, for it requires obtaining all kinds of food—fresh, dehydrated, frozen, and canned—for eventual

use in dining halls and field units and for resale in military commissaries worldwide. Food must be of the highest quality and purchased at the lowest price possible. It must be processed, packaged, and transported so that it remains attractive and nourishing when served to service personnel in the field, at bases overseas, or in a submarine far below the surface of the ocean.

The Military Services and Federal agencies develop their food requirements and submit them to DPSC. They may also order brand name food and grocery items from the vendor. These products are made available in military commissary stores for resale to military personnel and their dependents.

DPSC's management of food operations is decentralized through two Defense Subsistence Regions (DSR Pacific and DSR Europe), one located in Alameda, California and the other in Zweibruecken, Germany. The DSRs have responsibility for procurement, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 23 subsistence offices: 21 are in the United States, one is in Hawaii and one is in England. Seventeen of those offices are under the direction of DPSC headquarters; five offices are controlled by DSR Pacific and one office by DSR Europe. Subsistence offices buy and moni-

tor the storage and shipment of fresh fruits and vegetables and less than carlot quantities of chili and freeze items. Full carlot quantities are generally procured by DPSC headquarters.

DPSC is responsible for management and operations of four subsistence storage facilities. One, the Defense Subsistence Storage Facility, Bayonne, New Jersey, handles perishable subsistence and is under the direction of DPSC headquarters. The remaining three are located in the Federal Republic of Germany and are operated by DSR Europe. The defense subsistence storage facilities at Kaiserslautern and Bremerhaven distribute perishable subsistence, and the Gernersheim facility handles nonperishables.

SUBSISTENCE FIELD ACTIVITIES—CONUS (DSO = Defense Subsistence Office)

DSO & SF Bayonne
Military Ocean Terminal-Bldg 35
Bayonne, NJ 07002
Chief
MAJ Stephen R. Page, USA
Autovon: 247-7446
Comm: (201) 823-7446

DSO Birmingham
2500 2nd Street West
Birmingham, AL 35204
Procurement Officer
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 254-1522

DSO Boston
555 Pleasant Street
Watertown, MA 02172
Chief
George Marquart
Autovon: 955-5761
Comm: (617) 923-1990

DSO Cheatham
NSC Cheatham Annex
Williamsburg, VA 23185
Chief
LCDR Isidro Barrera, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO Chicago
300 South Wacker Drive
Chicago, IL 60604
Procurement Officer
William Murray
Autovon: 623-8877
Comm: (312) 886-8877

DSO Columbia
Strom Thurmond Federal Bldg.
Room 865-B, 1835 Assembly Street
Columbia, SC 29201
Procurement Officer
James LoCicero
Autovon: 697-6555
Comm: (803) 765-5754

DSO Denver
c/o Merchant Refrigeration Company
5120 Race Street
Denver, CO 80216
Procurement Officer
Carl Shock
Autovon: 943-5277
Comm: (303) 844-5277

DSO El Paso
Room 312, 6070 Gateway East
El Paso, TX 79905
Procurement Officer
Cloyd Conley
Autovon: 888-3372
Comm: (915) 772-2763

DSO Fort Worth
P.O. Box 6838
Fort Worth, TX 76115
Procurement Officer
James Rachel
Autovon: 940-1281
Comm: (817) 924-3228

DSO Jacksonville
1429 W. 16th Street
Jacksonville, FL 32209
Procurement Officer
Albert Neves
Autovon: 854-9237
Comm: (904) 354-6689

DSO Kansas City
Room 1768, 601 E. 12th St.
Kansas City, MO 64106
Chief
Richard Prather
Autovon: 463-2431
Comm: (816) 374-5271

DSO Landover
1811 Cabin Branch Dr.
Landover, MD 20785
Procurement Officer
David Thayer
Autovon: 296-1997
Comm: (202) 436-1997

DSO Nashville
921 3rd Avenue
Nashville, TN 37201
Procurement Officer
Eugene Teeters
Autovon: 697-6557
Comm: (605) 251-5487

DSO New Orleans
4400 Dauphine Street
New Orleans, LA 70146
Procurement Officer
Raymond Thompson
Autovon: 363-1133
Comm: (504) 948-1133

DSO Philadelphia
777 Pattison Avenue
Philadelphia, PA 19148
Procurement Officer
Jeffrey Halperin
Autovon: 444-3893
Comm: (215) 952-3893

DSO San Antonio
339 N. Medina Street
P.O. Box 777
San Antonio, TX 78207
Procurement Officer
Raymond Kalinowski
Autovon: 940-1297
Comm: (512) 226-7373

DSO Tampa
c/o Harborside Refrigeration Services
2802 Guy N. Verga Blvd
Tampa, FL 33675
Procurement Officer
John Zielinski
Autovon: 968-3773
Comm: (813) 830-3773

Orlando Purchasing Office
Federal Bldg., Rm. 423
80 Hughey Street
Orlando, FL 32801
Procurement Officer
Vincent Flatiolia
Autovon: 854-9245
Comm: (305) 896-6245

DEFENSE FOOD LIAISON OFFICE—PACIFIC

Defense Food Liaison Office—Pacific
Camp H. M. Smith, HI 96861
Commercial: (808) 477-5221/5257

Chief
LCDR Ronald Y. Sugihara, SC, USN
Commercial: (808) 477-5221/5257

Assistant Chief
Vincent Pitcavage
Commercial: (808) 477-5221/5257

Defense Personnel Support Center

DEFENSE SUBSISTENCE REGION—EUROPE

Defense Subsistence Region—Europe
APO New York 09052
Commercial: 2281-5330

Commander
COL James E. Dougherty, USA
Commercial: 2281-5330

Deputy Commander
Richard Fabbri
Commercial: 2281-5330

Customer Assistance Office
Matt M. Hyatt
Commercial: 2281-5305

Office of Quality Assurance
MAJ Heiko W. Volkmann, USA
Commercial: 2281-5350

Office of Planning & Financial Management
Brian F. Jilet
Commercial: 2281-5335

Supply Operations Division
LTC Johnny Wright, USA
Commercial: 2281-5300

Storage Branch
Richard Goreham
Commercial: 2281-5345

Transportation Branch
Roger Beck
Commercial: 2281-5320

Supply Branch
Vacant
Commercial: 2281-5300

Contracting Division
LTC Catherine Braukovich, USA
Commercial: 2281-5370

Contracting Officer, Meat Branch
MAJ Steven L. Auerbach, USA
Commercial: 2281-5355

Contracting Officer, Dairy Branch
Capt Helen Myers, USAF
Commercial: 2281-5365

Produce Branch
Capt Louis Mure, USAF
Commercial: 2281-5380

Contract Services Branch
Louis K. Radcliff
Commercial: 2281-5380

Contracting Officer, General Products Branch
MAJ Thomas E. Doran, USA
Commercial: 2281-5360

Defense Subsistence Storage Activity Europe
LTC James Lew, USA
Commercial: 2281-5345

Defense Subsistence Storage Facility,
Kaiserslautern
Chief
MAJ Dwight Phillips, USA
Commercial: 6450-7557

Defense Subsistence Storage Facility,
Bremerhaven
Lothar Marotzke
Commercial: 2241-2441/8758

Defense Subsistence Storage Facility,
Gemmersheim
Chief
MAJ Thomas Thompson, USA
Commercial: 2215-1110 x 809/573

Defense Subsistence Purchasing Office,
Copenhagen
Lt Col Thomas Brown, USAF
Commercial: 00451-424519

Defense Subsistence Purchasing Office, **The Hague**
Joseph A. Helsinki
Commercial: 00317-0908782

Defense Subsistence Purchasing Office, **Rome**
Louis V. Giacalone
Commercial: 00396-461060

Defense Subsistence Office, **Felixstowe (England)**
Chief
James Slaten
APO New York 09755
Commercial: 0044-3942

DEFENSE SUBSISTENCE REGION—PACIFIC

Defense Subsistence Region—Pacific
2155 Mariner Square Loop
Alameda, CA 94501
Autovon: 686-4131
Commercial: (415) 869-4131

Commander
CAPT James R. Wilber, SC, USN
Commercial: (415) 869-4131

Deputy
Vacant
Commercial: (415) 869-4132

Quality Assurance
MAJ Thomas J. Callahan, USA
Commercial: (415) 869-3721

Purchasing Division
LTC Joseph A. Bryant, USA
Commercial: (415) 869-2051

Transportation & Traffic Management
LTC John Brady, USA
Commercial: (415) 869-2522

Data Systems
Robert H. Green, Jr.
Commercial: (415) 869-2162

Accounting & Finance
Anthony W. Speranza
Commercial: (415) 869-4491

Management Support Office
Pat Strong
Commercial: (415) 869-3656

Supply Operations Division
Lt Col R. Dela-Cruz, USAF
Commercial: (415) 869-2306

Defense Subsistence Office, **Alameda**
Chief
LCDR Mark R. Johnson, SC, USN
2155 Mariner Square Loop
Alameda, CA 94501
Commercial: (415) 869-3006

Defense Subsistence Office, **Hawaii**
Chief
Madelyn C. Lum
P.O. Box 300
Pearl Harbor, HI 96860
Commercial: (808) 471-8341

Defense Subsistence Office, **Los Angeles**
Chief
Calvin Fowler
5600 Rickenbacker Road, Bldg. 6A
Bell, CA 90201
Commercial: (213) 643-1370

Defense Subsistence Office, **San Diego**
Chief
LCDR George D. Outlaw, SC, USN
P.O. Box 709
San Diego, CA 92112
Commercial: (619) 235-3861

Defense Subsistence Office, **Seattle**
Chief
MAJ F. W. Haylett, USA
6749 E. Marginal Way South
Seattle, WA 98108
Commercial: (206) 281-3118

DEFENSE PERSONNEL SUPPORT CENTER



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MILITARY CLUBS & COMMUNITY ACTIVITIES

ARMY CLUBS & RECREATION

DPCA Support Directorate
Office of the Adjutant General
Mait: HQDA (DAAG-DP), Alexandria, VA 22331
Location: Hoffman Bldg. I,
2461 Eisenhower Avenue
Room 1214
Alexandria, VA 22331
(202) 325-0804

Director, DPCA Support Directorate
COL Richard H. Ross, USA
(202) 325-8040

Central NAF Contracting Office
Ted Toatley
(202) 325-8788

MWR Program Communications
Stephen O. Rossetti, Jr.
(202) 325-6980

Europe
LTC Lewis T. Turner, USA
Chief, European Regional Office
MWR Business Operations
Attn: DAAG-MBE
APO New York 09090
Phone: Roedelheim Mil.—838

Korea
LTC Irard D. Jacobs, USA
Chief, Korea Regional Office
MWR Business Operations
Attn: DAAG-MBK
APO San Francisco 96301
Phone: Yongsan Mil.—5571

The DPCA's Central Contracting Office negotiates purchase agreements on common items for use by Army's decentralized system of clubs and other nonappropriated fund (NAF) activities. Individual club managers are then given an opportunity to order

from this list through procedures which parallel, on a much smaller scale, those of the Defense Personnel Support Center (DPSC) or General Services Administration (GSA). Generally, procurement for Army clubs and community activities is accom-

plished at the installation level. The Army does have central contracts for purchasing meat items and some alcoholic beverages. For further information contact (202) 325-8788.

NAVY CLUBS & RECREATION

Recreational Services Division
Naval Military Personnel Command
(NMPC-656G)
Department of the Navy
Washington, D.C. 20370
Telephone
(202) 694-4422/23

Director
CAPT Al Wood, SC, USN

Head, Mess Branch
Nels Pearsall
(Mailing code: N655)
(202) 694-4390

Further information about the decentralized Navy open mess and recreation systems may be obtained by contacting the

Naval Military Personnel Command. Information regarding buying procedures and the specific addresses of individual open

mess and recreation activities may be obtained from the above address upon receipt of a written request.

AIR FORCE CLUBS & RECREATION

Morale, Welfare and Recreation Directorate
Air Force Military Personnel Center
(AFMPC/MPCSM)
Randolph AFB, TX 78150
(512) 652-4220

Director
Col. Richard Fink, USAF
(512) 652-6207

Public Affairs Office
Joy Richardson
(512) 652-4945

Chief, Open Mess Division
Col. Charles E. Anderson, USAF
(512) 652-4220

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the

MWR Directorate. Specific information regarding the addresses of individual open mess and recreation activities and their

buying procedures may be obtained by sending a written request to the above address.

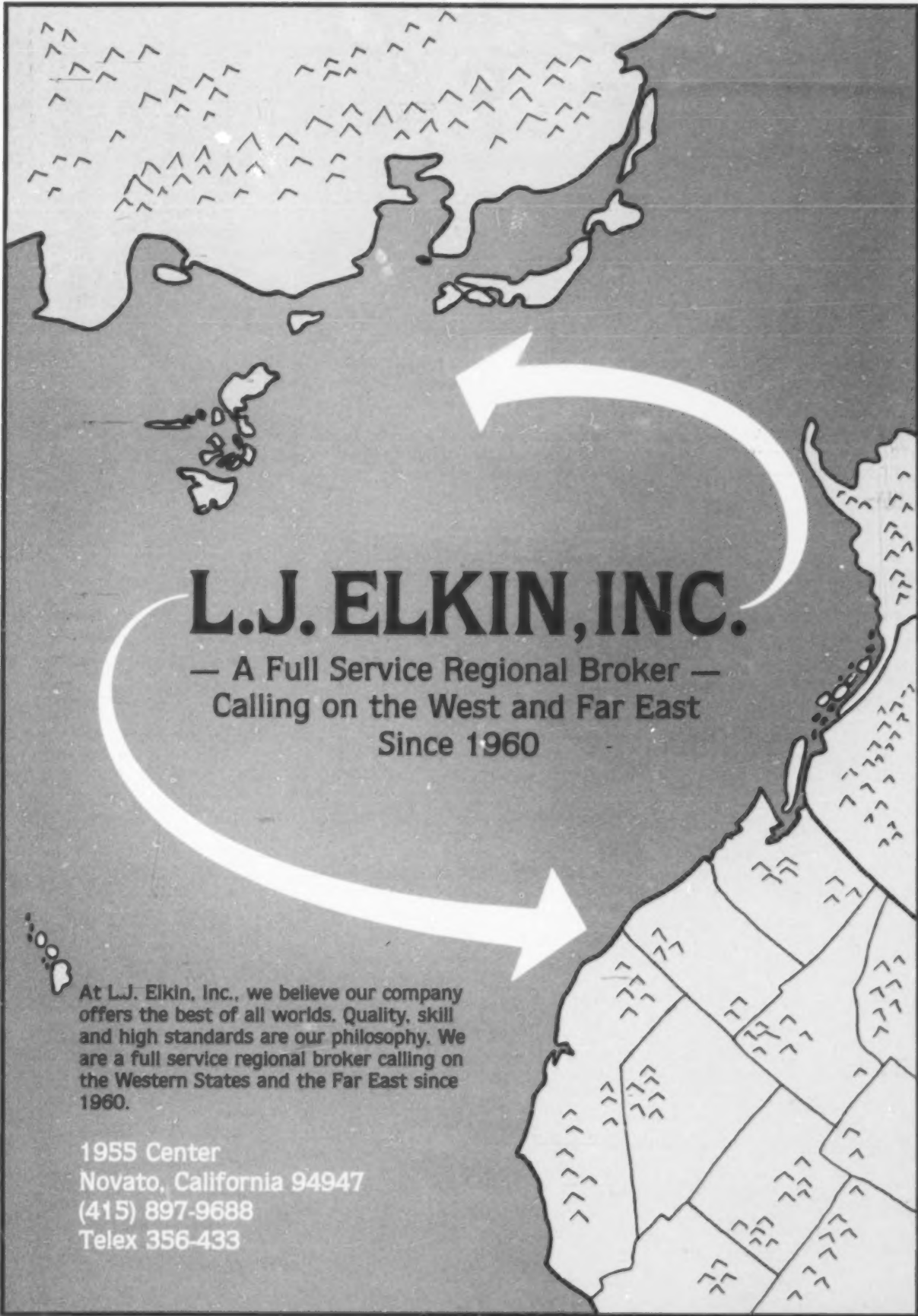
MARINE CORPS CLUBS & RECREATION

Commandant of the Marine Corps
(Code MS)
Washington, D.C. 20380

Head, Military Clubs Branch
Joseph A. Caprara (Code: MSC)
(202) 694-2728

Head, Military Recreational Services Branch
Edward Hawkins (Code: MSR)
(202) 694-2950

For further information about the Marine Corps' club and recreational services activities contact the offices at Marine Corps headquarters listed opposite.



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Telex 356-433

NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)

Fort Wadsworth, Staten Island, NY 10305-5097

Phone: (212) 390-3700

Commander: Rear Admiral Donald E. Wilson, SC, USN



RADM Wilson



CAPT Evans



Arthur LaValle

HEADQUARTERS

Commander

RADM Donald E. Wilson, SC, USN
(718) 390-3600

Vice Commander

CAPT Steven H. Evans, SC, USN
(718) 390-3601

Executive Director of Resale Systems

Arthur A LaValle
(718) 390-3605

Office of the Commander & Staff

Command Master Chief

SHCM Roger M. Meyer
(718) 390-3605

Deputy Equal Employment Opportunity Officer

James W. Simmons
(718) 390-3996

Director, Communications Division

Elissia Siegel
(718) 390-3841

Manager, Public Affairs (Communications Div.)

John Russas
(718) 390-3924/25

Marketing Research Specialist (Communications Div.)

Jerry Armer
(718) 390-3507

Consumer Survey Specialist (Communications Div.)

Henrietta Lichtenbaum
(718) 390-3507

Office of Counsel

Estelle Shenkler
(718) 390-3921

Director, Distribution Management Div.

Robert Byrd
(718) 390-3846

Director, Facilities Division

Richard H. Tatlow IV
(718) 390-3957/56

Director, Industrial Relations Div.

Harry Morrison
(718) 390-3998

Director, Office of Internal Review

Robert La Pointe
(718) 390-3742

Director, Office of Military Personnel

Edwin T. Pickett
(718) 390-3926

Director, Naval Uniform Division

Karl Johnson
(718) 390-3704

Director, Office of System Security

Edward W. Lehane
(718) 390-3931

Contracts Group

Deputy Commander

Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander

Vincent Ruggiero
(718) 390-3945

Audit Internal Review Group

Deputy Commander

CAPT John Lamade, SC, USN
(718) 390-3734

Director, Audit Inspection Div.

CDR Jeffrey Q. Wagner, SC, USN
(718) 390-3735

Director, Audit Management Control Division

LCDR John Kelly, SC, USN
(718) 390-3935

Commissary Operations Group

Deputy Commander

Nicholas A. Giannone
(718) 390-3711

Director, Commissary Store Div.

CDR R. A. Boas, SC, USN
(718) 390-3712/3717

Exchange Operations Group

Deputy Commander

CAPT John F. McDonald, SC, USN
(718) 390-3845

Assistant Deputy Commander

Vacant
(718) 390-3843

Director, Merchandise Div.

John Marecki
(718) 390-3876

Deputy Director, Merchandise Div.

Richard C. Franklin
(718) 390-3877

Director, Store Operations Div.

CDR John Flanagan, SC, USN
(718) 390-3847

Deputy Director, Store Op's Div.

Michael Paolantonio (Acting)
(718) 390-3848

Operations Administrator

Vacant
(718) 390-3841

Financial Management Group

Deputy Commander

CAPT Bruce Sherman, SC, USN
(718) 390-3764

Assistant Deputy Commander

Edmund Dahl
(718) 390-3765

Director, Comptroller Appropriated Fund Division

William Butler
(718) 390-3780

Comptroller, Nonappropriated Fund Div.

John Nanai
(718) 390-3765

Director, Treasury Division

Victor K. Sabbagh
(718) 390-3766

Fleet Support Group

Deputy Commander

CDR John Gedney, SC, USN
(718) 390-3701

Director, Ships Stores Division

Louis J. Caputo
(718) 390-3838

Systems Support Group

Deputy Commander

CAPT Kenneth Casanova, SC, USN
(718) 390-3836/3991

Director, Administrative Services Div.

Michael Marretti
(718) 390-3982

Director, Data Processing Division

CDR Donald Flakes, SC, USN
(718) 390-3718/19

Director, Office of Performance Appraisal & Evaluation

CDR Thomas R. Chambers, SC, USN
(718) 390-3826

Director, Planning Division

CDR John W. McCulloch, SC, USN
(718) 390-3835

Navy Resale and Services Support Office

BUYING PROCEDURES (EXCHANGES)

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or a lead contracting activity (LCA). Exchanges may also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent exchanges.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO/LCA level. Responsibility for controlling and initiating purchases for an independent exchange and any branch stores under its control rests with the Navy exchange officer. Purchases are based on customer demand for authorized items. In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Any individual or firm may contact an independent local Navy exchange officer or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the Navy exchange officer for consideration.

At the FSO/LCA Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for the other exchanges. The activity is identified as either a field support office (FSO) or a lead contracting activity (LCA).

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO/LCA issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager or acquisition specialist at the FSO/LCA to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called price agreement bulletins and seasonal merchandise voices.

Price agreement bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voices are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, LCAs or independent Navy exchange officers are authorized to place purchase orders directly with the manufacturers for products listed on NAVRESSO bulletins. Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin

or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price agreement bulletins and vox listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that prices, terms and conditions offered are the lowest available to any purchaser regardless of class of trade, geographical location, type or size of purchaser or volume of purchase.

Manufacturers desiring to be listed on a bulletin or vox should submit information and samples to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

BUYING PROCEDURES (COMMISSARIES)

Navy commissary stores are grouped together in geographic areas. Purchasing for commissary stores is administered by NAVRESSO Field Support Offices or Navy

commissary store region offices based on customer demand and local popularity of items.

The majority of resale products pur-

chased by Navy commissary stores are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia,

BUYING PROCEDURES (COMMISSARIES—continued)

PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, commanding officers of NAVRESSO Field Support Offices or officers in charge of Navy commissary store regions have limited authority to make direct purchases of resale merchandise, supplies,

services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandis-

ing considerations. Suppliers desiring to make these presentations should contact the Merchandising Branch of the Commissary Store Division at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code CSD.

BUYING PROCEDURES (MSC EXCHANGES)

In dealing with military Sealift Command exchanges, the same procedure is followed as that for Navy exchanges, with one exception.

Merchandise buying is accomplished through two MSC Acquisitions Centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

MSC Exchanges

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

BUYING PROCEDURES (SHIPS STORES AFLOAT)

Navy personnel serving aboard ships purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

The ship's supply officer or an appointed ships store officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listing of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Open-end, fixed price contracts are awarded for popular, basic items of authorized stock by NAVRESSO. Awards are consolidated into contract bulletins which are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

The ships stores afloat catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and

semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the ships stores afloat catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in contract bulletins or the ships stores afloat catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a 9-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The suppliers will be required to meet the quantities and delivery date specified in the purchase order. An original and three copies of the invoice would then be mailed to the ordering ship, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the 9-month period, suppliers will be asked to submit copies of processed ships purchase orders for the item to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crew's acceptance of the product.

The item may be considered for addition to the contract bulletin or the ships stores afloat catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.



“We think it pays to put all your eggs in one basket.” OURS!

Overseas Service Corporation pioneered the military resale market. Beginning in 1947 our representatives were welcome emissaries at United States military bases in Europe and in the Far East - wherever in the world American military personnel and their families were stationed.

By 1950, it became apparent that our principals needed the same comprehensive representation to the military bases in the continental United States. And so, for more than 30 years our expertise in the military resale market has been brought to bear world wide and at home for marketers of consumer products who rely on our expertise for total in-depth representation.

In addition, Overseas Service Corporation has maintained a completely separate Exchange Division in the United States since 1971.

Our record is outstanding. Let us meet with you. Hopefully, when you consider our enviable record, you'll agree that you **SHOULD** put all your eggs in one basket. **OURS!**



**OVERSEAS SERVICE CORPORATION
THE COMMISSARY AND EXCHANGE PEOPLE**

Home Office: 2100 Palm Beach Lakes Boulevard, West Palm Beach, Florida 33409. (305) 683-4090
Other offices in Virginia, South Carolina, Texas, California, Tokyo, Seoul, Manila, Guam, Honolulu and Frankfurt.

Navy Resale and Services Support Office

COMMISSARY STORE DIVISION (COMMISSARY OPERATIONS GROUP)

Director
CDR R. A. Boas, SC, USN
(718) 390-3712/3717

Operations Branch (CSD1)

Manager
Gary Sheridan
(718) 390-3717

Store Operations Section Supervisor
Paul Vitola
(718) 390-3715

Commissary Operations Specialist
Margaret Young
(718) 390-3713

Commissary Operations Specialist
Frank Lazatin
(718) 390-3713

Computer System Analyst
Gene Jackson
(718) 390-3713

Computer System Analyst
Al Brett
(718) 390-3713

Commissary Management Specialist
Ardie Wickers
(718) 390-3713

Commissary Control Inventory Analyst
Vacant
(718) 390-3713

Commissary Management Analyst
John Mahoney
(718) 390-3713

Operations Analysis Section Supervisor
Stanley Kurin
(718) 390-3714

Commissary System Analyst
Tom Nardone
(718) 390-3714

Commissary System Analyst
Frank Pellegrino
(718) 390-3716

Merchandise Branch (CSD2)

Manager
Robert Parker
(718) 390-3714

Commissary Management Specialist (Meat)
Andy McArthur
(718) 390-3713

Commissary Management Specialist (Produce)
Vacant
(718) 390-3713

Commissary Management Specialist
Joe Marchese
(718) 390-3713

Commissary Management Specialist
Bill Cook
(718) 390-3714

Manpower, Resources, Administrative Branch (CSD3)

Manager
George Happe
(718) 390-3716

Administrative Section Supervisor
John Corbett
(718) 390-3716

Commissary System Analyst
Catherine Milanes
(718) 390-3713

Commissary System Analyst
Bob Volpe
(718) 390-3713

Commissary System Analyst
Mike Fahy
(718) 390-3716

Commissary Store Specialist
Valerie Moon
(718) 390-3713

Manpower Resources Section Supervisor
Tony DeGaetano
(718) 390-3715

Commissary System Analyst
Bill Wolfe
(718) 390-3715

Commissary System Analyst
Rick Thomas
(718) 390-3715

Budget Analyst
Marjorie Thunder
(718) 390-3715

MERCHANDISE DIVISION (EXCHANGE OPERATIONS GROUP)

Deputy Commander
CAPT John F. McDonald, SC, USN
(718) 390-3845

Assistant Deputy Commander
Vacant
(718) 390-3843

*Manager, Automated Retail Merchandising
System*
James Lyons
(718) 390-3990

ARMS Management Analyst
Eileen Lienhard
(718) 390-3990

Operations Specialist
Sheldon Miller
(718) 390-3916

Electronic Point of Sale Specialist
Christopher McLaren
(718) 390-3521

EPOS Specialist
Ronnie Botwinick
(718) 390-3516

EPOS Specialist
Mike Mongin
(718) 390-3516

EPOS Specialist
Frank Quinlan
(718) 390-3522

Merchandise Division (MD)

Director
John Marecki
(718) 390-3876

Deputy Director
Richard C. Franklin
(718) 390-3877

Projects Coordinator
Aimee Oey
(718) 390-3909

**Soft Lines Apparel/Accessories Requirements
Branch (MDI)**
Dolores LaSalle
(718) 390-3904

Senior Buyer (D-2, 4)
Arlene Sullivan
(718) 390-3908
Jewelry/fine jewelry

Jewelry Buyer (D-2, 4)
Margaret Walsh
(718) 390-3907
Jewelry/fine jewelry

*Senior Buyer, Women's Intimate Apparel and
Accessories (E-3)*
Jerry Baum
(718) 390-3906

Buyer (E-3)
Marie Sansonia
(718) 390-3899
Underwear/lingerie, maternity wear

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories & handbags

Senior Buyer, Women's Ready-to-Wear (E-8)
Gussie Levin
(718) 390-3902

Buyer (E-8)
Diane Johnson
(718) 390-3901
Misses dresses, shirts, blouses & tops

Buyer (E-8)
Louise Hamill Minardi
(718) 390-3898
Junior sportswear

Buyer (E-8)
Iris Hecker
(718) 390-3900
Misses dresses, separates, misses sweaters & knit tops

Buyer (E-8)
JoAnn Gattis
(718) 390-3504
Junior dresses, jeans & multi-piece sets

Senior Buyer, Family Shoes (E-7)
Jerry Baum
(718) 390-3906

Buyer (E-7)
Mike Avallone
(718) 390-3905
Ladies and athletic shoes

Navy Resale and Services Support Office

MERCHANDISE DIVISION (EXCHANGE OPERATIONS GROUP—continued)

Buyer (E-7)

Alan Lieberman
(718) 390-3885
Men's & children's shoes

Manager, Consumables Requirements Branch (MD-2)

Sylvan Grunwald
(718) 390-3918

Senior Buyer (A-1, 2, 4, 6; C-2, 3, 7)

Paul Karp
(718) 390-3917
Candy, confections, tobacco & smoking accessories,
convenience food products, beer & soda, stationery, books,
periodicals & greeting cards

Buyer (A-1, 4)

Glenn Hoffman
(718) 390-3919
Candy & confections, convenience food products

Buyer (C-2; C-3, 7)

Cheryl Capolarello
(718) 390-3914
Stationery, books, periodicals & greeting cards

Senior Buyer (C-4, 8, 9; D-1, 3, 5; Services)

Joseph Williams
(718) 390-3913
Hardware/garden/pet supplies, toiletries & drugs, household
supplies, fragrances & cosmetics, auto parts & accessories and
services

Buyer (D-1, 3)

Richard DeLuca
(718) 390-3910
Toiletries & drugs, household supplies

Buyer (D-1, 3)

Joseph Marrone
(718) 390-3911
Private label

Buyer (Services)

Sal Lascari
(718) 390-3916
Barber & beauty supplies, personal services, photo processing

Buyer (C-4, 9)

Jerome Greene
(718) 390-3912
Hardware/garden/pet supplies

Hard Lines Requirements Branch (MD3)

Manager

Vacant
(718) 390-3885

Senior Buyer (A-7, B-1, 3; C-1, 5)

B. L. ("Ole") Olson
(718) 390-3882
Cameras, film and accessories, sporting goods, luggage &
leather goods, toys & wheel goods

Buyer (B-3; C-1)

Thomas Heffernan
(718) 390-3884
Sporting goods, luggage & leather goods

Buyer (C-5)

Barry Flayton
(718) 390-3883
Toys & wheel goods

Senior Buyer (A-8, B-2, 4, 5, 8, 9)

William McKim
(718) 390-3878
Home furnishings/housewares, electrical appliances, consumer
electronics/musical instruments, records and tapes, furniture,
giftware

Buyer (B-2, 4)

Daniel Walz
(718) 390-3880
Home furnishings/housewares, electrical appliances

Buyer (B-2, 4, 8)

Jules Weliky
(718) 390-3881
Home furnishings/housewares, electrical appliances, giftware

Buyer (A-8, B-5)

James LoNano
(718) 390-3879
Consumer electronics/musical instruments/video equipment &
games/computers, records and tapes

Soft Lines and Apparel Requirements Branch (MD4)

Manager

Michael Delano
(718) 390-3886

Senior Buyer (E-2)

Al Rafaloff
(718) 390-3890
Men's wear

Buyer (E-2)

Herbert Weiss
(718) 390-3892
Men's wear

Buyer (E-2)

Jim Galvin
(718) 390-3891
Men's wear

Buyer (E-2)

Tom Smith
(718) 390-3889
Men's wear

Senior Buyer (E-4, F-2)

Roland Darmour
(718) 390-3896
Domestics, fabrics & sewing accessories

Senior Buyer (E-5, G-1, 2)

Inez Grikitis
(718) 390-3888
Children's wear & juvenile furniture

Buyer (G-2)

Mattie Cinquini
(718) 390-3887
Boys wear

Buyer (G-1)

Elsie Valentin
(718) 390-3895
Girls wear

Buyer (E-5)

Faye Blakely
(718) 390-3894
Infants and toddlers wear & juvenile furniture

STORE OPERATIONS DIVISION (EXCHANGE OPERATIONS GROUP)

Director

CDR John Flanagan, SC, USN
(718) 390-3847

Deputy Director

Michael Paolantonio (acting)
(718) 390-3848

Projects Coordinator

Marion Tierney
(718) 390-3867

Automotive Service Centers and Personalized Services Branch (SOD1)

Manager

Michael Paolantonio
(718) 390-3865

Store Operations Specialist (Service Stations)

Philip Rossi
(718) 390-3864

Store Operations Specialist (Service Stations)

Greg Hallow
(718) 390-3863

Store Operations (Barber/Beauty Shops)

Verdell Sanders
(718) 390-3861

Store Operations (Barber/Beauty/Personalized Services)

Cathy Boyce
(718) 390-3863

Store Operations Specialist

Joe Latimer
(718) 390-3862

Food Services Branch (SOD2)

Manager

Gerry Maguire
(718) 390-3860

Store Operations Specialist (Food Service)

Bill Adler
(415) 466-7069 (Oakland FSO)

Store Operations Specialist (Food Service)

Philip Gomez
(718) 390-3859

Store Operations Specialist (Food Service)

James McCabe
(718) 390-3856

Store Operations Specialist (Food Service)

Edward Soltysik
(718) 390-3861

Store Operations Specialist (Food Service)

Robert Bechtel
(718) 390-3857

Store Operations Specialist (Food Service)

John Sullivan
(718) 390-3857

Vending/Services Branch (SOD3)

Manager

George Kadesh
(718) 390-3849

Store Operations Specialist

Roland Belleflour
(718) 390-3854

Store Operations Specialist (Navy Lodges)

Laura Lian
(718) 390-3853

Store Operations Specialist

Irving Hochberg
(718) 390-3854

Store Operations Specialist (Vending)

David James
(718) 390-3851

Navy Resale and Services Support Office

STORE OPERATIONS DIVISION (EXCHANGE OPERATIONS GROUP—continued)

Assistant Store Operations Specialist
Gilda Guasta
(718) 390-3850

Retail Operations Branch (SOD5)
Acting Manager
Margaret Theodore
(718) 390-3513

Retail Operations Specialist
Ronnie Botwinik
(718) 390-3516

Retail Operations Specialist
Richard Gutkes
(718) 390-3638

Retail Operations Specialist
Margaret Theodore
(718) 390-3513

Retail Operations Specialist
Jack Mahon
(718) 390-3513

Retail Operations Specialist
Oak Gifford
(718) 390-3866

Customer Services Representative
Rosemary Harris
(718) 390-3868/3638

OFFICE OF SALES COORDINATION (EXCHANGE OPERATIONS GROUP)

Director
Ed Cart
(718) 390-3972

Visual Merchandising Specialist
Thom Speedling
(718) 390-3871

Visual Merchandising Specialist
Janet Whitley
(718) 390-3506

Visual Merchandising Specialist
Philip J. Fragale
(718) 390-3532

Visual Merchandising Specialist
Bernie Bishop
(718) 390-3873

Sales Coordination Specialist
Joseph LoCasto
(718) 390-3870

Sales Coordination Specialist
Barbara Wolk
(718) 390-3875

Sales Coordination Specialist
Holly Smith
(718) 390-3531

FLEET SUPPORT GROUP

Deputy Commander
CDR John Gedney, SC, USN
(718) 390-3701

CONTRACTS GROUP

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

NAVAL UNIFORM DIVISION (FLEET SUPPORT GROUP)

Director
Karl Johnson
(718) 390-3704

Uniform Requirements Branch (NUD1)
Manager
Vacant
(718) 390-3705

Senior Buyer (E-1)
Elaine Wyner
(718) 390-3708

Buyer (E-1)
Camille Gainsa
(718) 390-3707

Senior Uniform Inventory Specialist (L-1)
Krinson Parrish
(718) 390-3702

Uniform Inventory Specialist (L-1)
Frank Cochran
(718) 390-3709

Uniform Inventory Specialist (L-1)
Clyde Dominick
(718) 390-3710

Supply System Analyst (L-1)
Virginia Costalas
(718) 390-3706

Supply System Analyst (L-1)
Walter Nowicki
(718) 390-3706

Supply System Analyst (L-1)
Curtiss Geruldsen
(718) 390-3705

Made-to-Measure Program (NUD2)
Manager
LT Donna Gardner, SC, USN
(718) 390-3703

Made-to-Measure Section Supervisor
Julio Salas
(718) 390-3814

Cost Accountant
Joseph Lauria
(718) 390-3813

SHIPS STORES DIVISION (FLEET SUPPORT GROUP)

Director, Ships Stores Division (SSD)
Louis J. Caputo
(718) 390-3838

Manager, Operations Branch (SSD1)
Joan O'Leary
(718) 390-3839

Operations Branch Specialist (SSD1)
Arlene Ingenito
(718) 390-3840

Operations Branch Specialist (SSD1)
Pat Massey
(718) 390-3840

Fleet Operations Assistance Branch (SSD2)
Manager
John Dixon
(718) 390-3837

Ships Store Specialist (SSD2.1)
Walter L. Moore
(718) 390-3837

Manager, Habitability Assistance Branch (SSD3)
Harry Warner
(718) 390-3837

Navy Resale and Services Support Office

ACQUISITION MANAGEMENT DIVISION (CONTRACTS GROUP)

Deputy Commander

Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander

Vincent Ruggiero
(718) 390-3945

Contract Support Branch (CG1)

Manager

Alex Douvres
(718) 390-3525

Supervisory Procurement Specialist Contracts Section

Anthony Acampora
(718) 390-3649

Procurement Specialist

Paul Reitman
(718) 390-3946

Procurement Specialist

Virginia Squitieri
(718) 390-3947

Procurement Specialist

Jennie Purpi
(718) 390-3948

Procurement Specialist

Michael Manieri
(718) 390-3946

Procurement Specialist

Patricia Crichlow
(718) 390-3947

Procurement Specialist

Winona Frye
(718) 390-3946

Supervisory Procurement Specialist Equipment Section

Lester Segarnick
(718) 390-3639

Procurement Specialist

Hilda Thomas
(718) 390-3940

Procurement Specialist

Helen Buscemi
(718) 390-3939

Procurement Specialist

Lou Becker
(718) 390-3939

Procurement Specialist

Lina Narduzzi
(718) 390-3939

Statistical Procurement Clerk

Josephine Caracappa
(718) 390-3940

Supervisory Procurement Specialist

Appropriated Fund Section

John Cucciniello
(718) 390-3938

Procurement Specialist

Thomas Borello
(718) 390-3938

Procurement Specialist

Robert Mullen
(718) 390-3937

Procurement Specialist

Margaret Zurich
(718) 390-3937

Contract Management Review Branch (CG2)

Manager

Herb Friedland
(718) 390-3943

Supervisory Contract Analyst

Jay Bernstein
(718) 390-3977

Contract Analyst

Rick Daniels
(718) 390-3978

Contract Analyst

George Harris
(718) 390-3977

Contract Analyst

Irving Medetsky
(718) 390-3942

Administrative Support Branch (CG3)

Manager

Josephine Cerenzio
(718) 390-3944

Contracting Policy Branch (CG4)

Manager

Thom Utecht
(718) 390-3933

Procurement Analyst

Alexander Ricci
(718) 390-3932

Small Business Specialist

Flora Boyle
(718) 390-3932

Contracting Specialist

Anthony Koestler
(718) 390-3978

Contracting Specialist

Henry Link
(718) 390-3942

DISTRIBUTION MANAGEMENT DIVISION

Director

Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)

Manager

Michael G. Wovna
(718) 390-3949/50/51

Industrial Engineer

Peter Neff
(718) 390-3949/50/51

Distribution Specialist

Leo Martin
(718) 390-3949/50/51

Distribution Specialist

R. G. Allen
(718) 390-3949/50/51

Distribution Specialist

John Briscione
(718) 390-3949/50/51

Distribution Specialist

Robert Pomaski
(718) 390-3949/50/51

Fashion Distribution Center, Bayonne, NJ

Distribution Manager

Richard J. Stone
(201) 437-8494/8495/8496

Traffic Branch (DMD2)

Acting Manager

Edward Hinch
(718) 390-3952

Assistant Traffic Manager

Edward Hinch
(718) 390-3954

Senior Traffic Analyst

Charles Contrino
(718) 390-3953

Traffic Management Specialist

Christopher Ward
(718) 390-3953

Navy Resale and Services Support Office

FIELD SUPPORT OFFICE ACTIVITIES (COMMISSARIES & EXCHANGES)

CO indicates Commanding Officer
OIC indicates Officer in Charge

NAVRESSO Field Support Office
Bldg. S-26
Davisville, RI 02852
CO: CDR John E. Souza, SC, USN
Director, Exch. Div.: LCDR Alan R. Verbic, SC, USN
Director, Comsy. Store Div.: CDR Robert W. Monks, SC, USN
(401) 294-9541

NAVRESSO Field Support Office
Box 2050
Mechanicsburg, PA 17055
CO: CAPT James Monroe, SC, USN
Director, Exch. Div.: CDR Terry G. Waller, SC, USN
(717) 790-5863
Director, Comsy. Store Div.: LCDR William McFarland, SC, USN
(301) 863-3553

NAVRESSO Field Support Office
Naval Supply Center, Bldg. 2-101
Norfolk, VA 23512
(804) 440-2399/2080
CO: CAPT J. R. Akers, Jr., SC, USN
Director, Exch. Div.: CDR B. A. Krause, SC, USN
(804) 440-2300
Director, Comsy. Store Div.: CDR James Carbone, SC, USN
(804) 444-3356

NAVRESSO Field Support Office
Box 13, Naval Air Station
Jacksonville, FL 32212
CO: CAPT R. T. Gregory, SC, USN
(904) 777-7075
Director, Exch. Div.: CDR Richard Keyworth, SC, USN
Director, Comsy. Store Div.: Jerry Mathiesen
(904) 772-2562

NAVRESSO Field Support Office
P.O. Box 150, Naval Station
San Diego, CA 92136
CO: CAPT Ralph Harms, SC, USN
Director, Exch. Div.: CDR Charles Hoyt, SC, USN
(619) 237-5600
Director, Comsy. Store Div.: CDR Roy Adams, SC, USN
(619) 237-6089

NAVRESSO Field Support Office
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625
CO: CAPT Edward Dempsey, SC, USN
Director, Exch. Div.: CDR Darrell Garner, SC, USN
(415) 466-7000
Director, Comsy. Store Div.: CDR James Bogart, SC, USN
(415) 452-2283

NAVRESSO Field Support Office
2801 "C" St., S.W.
Auburn, WA 98001
CO: CDR John K. Fyfe, SC, USN
Director, Comsy. Store Div.: LCDR Brian D. Aaronson, SC, USN
(206) 523-1846
Director, Exch. Div.: LCDR Frederick W. Moessner, SC, USN
(206) 931-7665/7666

COMMISSARY STORE REGIONS

Navy Commissary Store Region—**UK**
Dunstable, England
P.O. Box 46, FPO, NY 09510
OIC: LCDR David J. Hughes, SC, USN
Merch./Op's Officer: CWO4 Wally Taylor, SC, USN
Tel: 011-44-582-600689

Navy Commissary Store Region
Naval Region
Pensacola, FL 32508
OIC: LCDR Richard Meeker, SC, USN
(904) 452-4243

Navy Commissary Store Region
Corpus Christi, TX 78419
OIC: LCDR Larry J. Litchford, SC, USN
(512) 939-3177/78

Navy Commissary Store Region
Bldg. 3400
Great Lakes, IL 60088
OIC: LT Lawrence J. Sieber, SC, USN
(312) 689-8201

Navy Commissary Store Region
Naples, Italy
Mailing Address: Box 44, FPO NY 09521
OIC: LT Kenneth J. Recla, SC, USN
Tel: 011-39-081-770-4361

Navy Commissary Store Region
Box 7
Pearl Harbor, HI 96860
OIC: CDR William J. Benner, SC, USN
(808) 471-8402

Navy Commissary Store Region
Subic Bay, Luzon
Republic of the Philippines
(Box 28, FPO San Francisco 96651)
OIC: LT Allen L. Westmoreland, SC, USN
Tel: 011-63-8884-882-3231

Navy Commissary Store Region
Yokosuka, Japan
Mailing Address: Box 33, FPO Seattle 98762
OIC: LCDR John E. C. Elliott, Jr., SC, USN
Tel: 0468-26-1991 (Ext. 7560/61)

HQ NAVRESSO 1985 COMMISSARY STORE SALES EVENTS*

Sale Event	Promotion Period
Appreciation Sale	January
Presidents Days	February
Spring Savings	April
Outdoor Living Sale	May
Fourth of July Sale	July
Labor Day Sale	August
Harvest Sale	September
Navy Anniversary Sale	October
Thanksgiving	November
Happy Holidays	December

*Each sale event will take place for a two-week period. The specific dates for each sale event will be determined by each region/FSO and will be publicized by the respective region/FSO for each geographic area.

Navy Resale and Services Support Office

NAVY COMMISSARY STORE SALES BY DEPARTMENT FY 80-FY 84*

Department	FY 80	FY 81	FY 82	FY 83	FY 84*
Meat	\$129,514,079	\$138,123,827	\$138,512,953	\$138,766,686	\$107,719,382
Produce	33,594,025	38,875,664	41,901,673	43,029,231	36,480,605
Grocery	447,539,635	486,345,199	508,326,610	536,479,912	435,191,383
Total	\$610,647,739	\$663,344,690	\$688,740,540	\$718,275,829	\$579,391,370

*Through first 9 months of FY 84 only (preliminary sales data).

Notes: (1) Results for FY 80-FY 82 and first and second quarters of FY 83 include gross margin generated from variable pricing.
(2) Third quarter FY 83 sales do not reflect the 5% common surcharge that became effective 1 April 1983.



ALA

**Helping to Preserve
the Military Resale System**



Navy Resale and Services Support Office

NAVY EXCHANGE SALES BY DEPARTMENT FY 1981-FY 1984*

Retail Departments	Dept. Code	FY81	FY82	FY83	FY84
Automotive Accessories	C-8	\$ —	\$ 1,200,981	\$ 1,721,728	\$ 12,648,821
Beverages (Case Beer & Soda)	A-6	58,817,095	62,047,555	64,001,414	27,815,575
Books & Periodicals	C-7	—	—	17,085,548	7,415,524
Boys Wear	G-2	(new department; sales previously under E-5)			3,663,789
Cameras & Photo Accessories	B-1	30,831,367	30,996,721	18,854,322	7,609,364
Candy & Confections	A-1	15,207,114	15,582,842	15,284,850	7,082,759
Consumer Electronics & Musical Instruments	B-5	99,667,057	114,946,974	98,469,784	44,823,507
Domestics	E-4	22,204,915	21,518,072	23,043,946	7,914,370
Electrical Appliances	B-4	33,400,242	34,593,990	34,951,581	13,734,238
Fabrics & Sewing Accessories	F-2	4,938,360	4,302,533	2,314,364	879,653
Family Shoes	E-7	32,348,602	33,558,736	34,293,794	14,472,011
Film & Accessories	A-7	—	—	11,556,490	4,659,931
Food Products (Convenience)	A-4	56,349,295	55,516,656	53,680,754	23,056,272
Fragrances & Cosmetics	D-5	15,177,490	16,099,501	18,394,318	6,742,137
Furniture	B-9	—	—	18,041,023	7,923,264
Garden Supplies & Outdoor Living	C-9	—	—	26,449,841	16,267,074
Girls Wear	G-1	(new department; sales previously under E-5)			3,610,009
Hardware & Pet Supplies	C-4	49,456,582	50,611,163	23,292,974	8,939,732
Home Furnishings & Giftware	B-8	—	—	27,043,957	10,386,419
Household Supplies	D-3	14,060,985	15,748,770	17,338,716	7,968,144
Housewares	B-2	57,987,674	61,311,968	17,303,772	6,428,765
Infants & Toddlers Wear	E-5	37,191,329	36,923,670	35,615,061	5,791,411
Intimate Apparel & Accessories	E-3	22,070,003	22,978,693	22,474,423	8,253,142
Jewelry	D-2	32,820,939	32,630,956	25,333,169	10,228,804
Luggage & Leather Goods	C-1	12,385,920	11,738,274	10,998,354	4,258,249
Mens Wear & Accessories	E-2	74,797,513	74,455,520	74,230,934	28,809,270
Party Goods & Greeting Cards	C-3	26,233,391	29,550,183	14,292,761	5,182,753
Records & Tapes	A-8	—	—	29,141,640	13,538,544
Sporting Goods	B-3	19,371,745	19,754,895	19,854,210	8,892,762
Stationery	C-2	13,936,379	14,228,118	14,723,701	6,175,731
Tobacco & Smoking Accessories	A-2	106,056,434	108,521,009	118,629,989	47,936,863
Toiletries & Drugs	D-1	41,930,402	44,103,098	43,240,335	19,083,564
Toys & Wheel Goods	C-5	22,165,857	22,504,520	22,525,217	5,032,030
Uniforms & Accessories	E-1	41,295,237	40,766,139	40,302,672	17,169,229
Watches & Accessories	D-4	4,846,918	5,413,213	12,412,393	4,416,098
Womens Ready-to-Wear	E-8	33,145,761	32,599,625	33,388,644	13,038,657
Total Retail		978,694,606	1,104,204,375	1,040,286,660	447,394,199
<i>Service Departments</i>					
Automotive Services & Labor	J-5	8,798,366	17,496,309	16,903,484	3,399,008
Barber Shops	J-1	9,956,917	10,921,121	11,507,460	5,317,187
Beauty Salons	J-2	4,904,898	5,142,693	5,359,497	2,335,773
Flower Shops	K-3	7,543,992	7,837,518	7,871,684	3,928,587
Food Service	K-4	104,115,918	109,054,085	115,359,010	52,224,339
Gasoline	J-3	159,014,014	132,118,989	128,784,310	53,651,084
Laundry & Dry Cleaning	M-1	15,484,777	15,738,369	16,432,025	7,548,890
Motor Oil	J-4	30,665,154	22,165,284	20,848,523	(Under C-8)
Optical	K-2	8,330,297	8,496,371	8,705,196	4,219,518
Personalized Services	M-2	42,938,406	43,883,176	47,017,836	20,812,729
Navy Uniform Clothing Stores	L-1	16,890,906	23,384,455	25,130,934	9,901,895
Vending Machines	M-3	74,539,763	78,936,356	80,122,486	35,725,772
Total Services		483,183,413	475,174,726	484,042,441	189,163,077
Ships Stores		84,955,953	105,632,965	104,957,023	N.A.
Soft Drink Vending Machines		13,509,259	16,150,501	18,433,888	N.A.
Total Ships Stores		98,465,212	121,783,466	123,390,911	N.A.
Clothing & Small Stores (military clothes)		713,134	1,047,266	1,261,968	N.A.
Total Worldwide		\$1,560,343,231	\$1,612,209,833	\$1,648,981,980	\$636,557,276

*Sales are worldwide; FY84 sales are preliminary for first 5 months (February-June).

N.A. Not available.

Note: Navy's ships stores, as commissaries, are on the federal fiscal year (October 1-September 30).

NAVY EXCHANGE INFLATION RATE BY DEPARTMENT FY83 AND YTD FY84

	FY83			YTD (through April) FY84		
	% of Sales	Annual Inflation Rate	Weighted Avg. Rate	% of Sales	Annual Inflation Rate	Weighted Avg. Rate
Retail Departments						
Automotive Accessories	0.15	(2.6)		2.91	(6.2)	
Beverages (Case Beer & Soda)	6.07	3.7		6.02	2.5	
Books & Periodicals	1.57	7.1		1.76	2.6	
Cameras & Photo Accessories	1.77	1.2		1.55	0.5	
Candy & Confections	1.45	1.0		1.87	3.6	
Consumer Electronics & Musical Instruments	9.19	(1.6)		9.47	(2.2)	
Domestics	2.19	3.8		1.82	1.9	
Electrical Appliances	3.28	1.5		3.00	1.8	
Fabrics & Sewing Accessories	0.22	1.3		0.21	1.0	
Family Shoes	3.26	0.7		3.37	0.4	
Film & Accessories	1.10	1.2		0.97	0.5	
Food Products (Convenience)	5.09	1.3		5.38	4.5	
Fragrances & Cosmetics	1.75	5.8		1.47	3.1	
Furniture	1.67	2.6		1.82	1.4	
Garden Supplies & Outdoor Living	2.46	1.7		3.36	0.6	
Hardware & Pet Supplies	2.16	2.3		1.97	1.5	
Home Furnishings & Giftware	2.54	1.9		2.07	0.6	
Household Supplies	1.64	3.3		1.84	1.6	
Housewares	1.63	1.9		1.43	1.5	
Infants & Toddlers Wear	3.38	4.7		1.43	2.7	
Intimate Apparel & Accessories	2.13	3.6		1.89	3.8	
Jewelry	2.40	2.0		2.05	1.7	
Luggage & Leather Goods	1.02	2.0		0.88	1.7	
Mens Wear & Accessories	7.05	2.6		6.24	1.9	
Party Goods & Greeting Cards	1.32	4.0		1.18	2.1	
Records & Tapes	2.75	(1.6)		3.14	(2.2)	
Sporting Goods	1.87	1.3		1.84	(0.3)	
Stationery	1.36	7.5		1.46	6.3	
Tobacco & Smoking Accessories	11.29	18.2		11.22	7.9	
Toiletries & Drugs	4.10	5.9		4.37	4.7	
Toys & Wheel Goods	2.06	1.0		1.15	0.8	
Uniforms & Accessories	3.83	2.3		3.90	1.9	
Watches & Accessories	1.18	2.0		0.93	1.7	
Womens Ready-to-Wear	3.17	1.5		2.97	1.9	
All Other Departments	1.92	3.9		1.34	2.0	
Total Retail	100.00%		4.0%	100.00%		2.0%
Service Departments						
Barber Shop	2.51	3.9		2.85	4.1	
Beauty Salon	1.17	4.6		1.26	3.6	
Flower Shop	1.72	2.7		2.04	23.1	
Food Service (Snack Bars, etc.)	25.14	4.3		27.78	4.3	
Laundry & Dry Cleaning	3.58	5.3		3.96	5.9	
Motor Oil, Parts, Accessories	4.54	(2.6)		—	—	
Optical	1.90	5.5		2.24	4.1	
Personalized Services	10.25	2.8		10.88	3.4	
Service & Labor	3.68	4.3		1.80	3.6	
Vending Machines	17.46	3.1		18.76	3.0	
Subtotal Service (excluding Fuel)	71.95		3.4			3.1
Plus J-3 (Fuel)	28.06		(1.1)			4.5
Total Service	100.00%		1.3%	100.00%		4.5%
Overall:						
Excluding J-3 (Fuel)			3.9%		2.3%	
Including J-3 (Fuel)			3.2%		2.8%	

Navy Resale and Services Support Office

HQ NAVRESSO 1985 EXCHANGE SALES PROMOTION CALENDAR

Note: See page 208, NAVY EXCHANGE SALES BY DEPARTMENT, for a cross-reference to the retail and service department codes (see below) that identify merchandise and service categories to be promoted in 1985.

Mid-Winter Sale

Sale Dates: mid-December 1984

Application: Green Tag Merchandise; Institutionals on Private Label & VIP

Dept. Codes: A-8; B-5; B-9; D-1/3; E-4; K-3; K-4; M-1; M-2

Presidents' Days Sale

Sale Date: one day only—February 18, 1985

Application: Green Tag & Regular Price Merchandise; Institutionals on Lay-a-Way, Rain Check, Valentine's Day

Dept. Codes: A-1; A-2; A-4; B-1; B-3; B-4; B-5; B-9; C-2; C-8; D-1/3; E-2; E-3; E-4; E-7; E-8; J-2; J-3; J-5; K-4; M-1; M-2

Spring Sale

Sale Dates: March 14–20, 1985

Application: Green Tag & Regular Price Merchandise; Institutionals on Private Label, Easter, Passover, St. Patrick's Day

Dept. Codes: A-1; A-7; B-1; B-2; B-3; B-4; B-5; B-8; B-9; C-1; C-2; C-8; C-9; D-1/3; D-2; D-4; D-5; E-1; E-2; E-3; E-4; E-5; E-7; E-8; G-1/2; J-2; J-5; K-2; K-3; K-4; M-2

Home & Garden Sale

Sale Dates: April 11–17, 1985

Application: Green Tag & Regular Merchandise; Institutionals on Green Tag, Houseware's Fair

Dept. Codes: B-2; B-3; B-4; B-8; B-9; C-4; C-9; D-1/3; E-2; E-4; E-7; E-8; G-1/2; J-3; J-5; K-3; K-4; M-2

Mother's Day Sale

Sale Dates: May 4–12, 1985

Application: Regular Price Merchandise; Institutionals on VIPs, Greeting Cards

Dept. Codes: A-1; B-1; B-4; B-5; B-8; C-1; C-2; D-1/3; D-2; D-4; D-5; E-3; E-7; E-8; J-2; K-3; K-4; M-2

Armed Forces Day Sale

Sale Dates: May 14–19, 1985

Application: Green Tag Merchandise; Institutionals on Satisfaction Guaranteed, Military Spouse Day (23 May), Vacation Time

Dept. Codes: B-3; B-4; B-9; C-1; C-5; C-8; C-9; D-1/3; E-1; E-2; E-5 & G-1/2; E-7; E-8; J-1; J-2; J-5; K-4; M-1; M-2

Sight & Sound Sale

Sale Dates: May 28–June 8, 1985

Application: Green Tag Merchandise; Institutionals on Lay-a-way, Father's Day, Graduation

Dept. Codes: A-7; B-1; B-2; B-5; C-2; C-8; M-2

Father's Day Sale

Sale Dates: June 8–16, 1985

Application: Regular & Green Tag Merchandise; Institutionals on VIPs, Greeting Cards

Dept. Codes: B-3; B-4; B-8; C-1; C-2; C-4; C-8; D-1/3; D-2; D-4; D-5; E-2; E-7; J-1; J-2; J-5; K-4; M-2

Mid-Summer Sale

Sale Dates: mid-July, 1985 (a "Dollar Daze" insert featuring Action Industries merchandise is scheduled for July 17–19)

Application: Green Tag Merchandise; Institutionals on Private Label, VIP

Dept. Codes: A-8; B-5; B-9; D-1/3; E-4; K-3; K-4; M-1; M-2

Back-to-School

Sale Dates: July 23–August 4, 1985

Application: Green Tag & Regular Price Merchandise; Institutionals on Lay-a-Way (\$1)

Dept. Codes: A-7; B-1; B-2; B-4; B-5; B-8; B-9; C-1; C-2; C-4; D-1/3; D-2; D-4; E-2; E-3; E-4; E-7; E-8; G-1/2; J-2; J-3; J-5; K-4; M-1; M-2

Labor Day Sale

Sale Date: one day only—September 2, 1985

Application: Green Tag; Institutionals on Rain Check, Grandparents Day

Dept. Codes: A-1; A-4; A-7; B-1; B-3; B-5; B-9; D-1/3; D-2; D-5; E-2; E-3; E-4; E-7; E-8; J-2; J-5; K-4; M-2

Fall Festival Sale

Sale Dates: September 12–18, 1985

Application: Green Tag; Institutionals on Satisfaction Guaranteed

Dept. Codes: A-2; A-4; B-4; B-5; B-9; C-4; C-5; C-8; D-1/3; E-1; E-2; E-8; G-1/2; J-2; J-5; K-4; M-2

Navy Birthday Sale

Sale Date: one day only—October 14, 1985

Application: Green Tag; Institutionals on VIPs, Tire Sale, Columbus Day

Dept. Codes: A-1; A-7; B-1; B-2; B-3; B-4; B-5; B-8; C-1; C-2; C-4; C-8; D-1/3; D-2; D-4; E-1; E-2; E-3; E-4; E-5; E-7; E-8; J-1; J-2; J-3; J-5; K-2; K-3; K-4; M-1; M-2

Veteran's Day Sale

Sale Date: one day only—November 11, 1985

Application: Green Tag; Institutionals on Private Label; Lay-a-Way, Christmas Book, Thanksgiving, Hanukkah

Dept. Codes: A-1; A-4; A-6; A-7; B-1; B-3; B-4; B-5; B-9; C-1; C-4; C-8; D-1/3; E-2; E-3; E-5; E-8; G-1/2; J-1; J-2; J-5; K-4; M-2

Christmas Sale

Sale Dates: two days only—November 29 & 30, 1985

Application: Regular Price; Institutionals on VIPs, Thanksgiving Day, Hanukkah, Greeting Cards

Dept. Codes: A-1; A-4; B-1; B-2; B-3; B-4; B-5; B-8; B-9; C-1; C-2; C-3; C-4; C-5; C-8; D-1/5; D-2; D-4; E-2; E-3; E-4; E-5; G-1/2; E-7; E-8; J-2; J-5; K-3; K-4; M-2

This calendar is for general planning purposes only. When each event is finalized NAVRESSO's Office of Sales Coordination will prepare a list of specific retail and services items that will be featured, based on prevailing market conditions and special negotiations.

US ARMY TROOP SUPPORT AGENCY (USATSA)

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Phone: (804) 734-3600, Autovon 687-3600

Commander: Brigadier General James S. Hayes, USA



BG Hayes



Charles Fulmore

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Commander

BG James S. Hayes, USA
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COL James E. Rupp, USA
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Deputy to the Commander (Commissary Service)

Charles E. Fulmore
(804) 734-4206

Chief of Staff

COL Ralph D. Cahill, USA
(804) 734-2202

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Director/Commissary Operations
Hugh M. Hodges, Jr.
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Deputy Director/Commissary Operations
LTC Robert D. Maybury, USA
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Acting Chief/Program Analysis

Charles K. Franciscus
(804) 734-2142

Chief/Operations

Ernest Champion
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Chief/Plans

Paul W. McCarthy
(804) 734-4785

Directorate of Resource Management

Director/Resource Management

Rosemary H. Buettner
(804) 734-2652

Chief/Management

Vernon L. Divers, Jr.
(804) 734-1335

Chief/Accounting and Finance

Ann P. Andrews
(804) 734-3348

Chief/Budget

Frances F. Fleming
(804) 734-1344

Directorate of Food Service

Director/Food Service

LTC(P) David D. Dee, USA

Deputy Director/Food Service

Mark E. McCormack
(804) 734-2555

Chief/Dietary Program

Alice V. Skinner
(804) 734-3951

Chief/Troop Subsistence

LTC Gilbert G. Humphrey, USA
(804) 734-4147

Chief/Food Management Assistance Team

LTC Larry G. Ledford, USA
(804) 734-2511

Chief/Troop Food Service

LTC Garold Van Doren, USA
(804) 734-1868

Reserve Component Food Service Liaison

CW2 William H. Mixon, USA
(804) 734-3638

Directorate of Clothing and Services

Director/Clothing and Services

John W. Jones
(804) 734-2250

Chief/Laundry and Dry Cleaning

George Fanning
(804) 734-1451

Chief/Clothing and Individual Equipment

William C. Davis
(804) 734-1533

Directorate of Engineering and Materiel

Director/Engineering and Materiel

COL John P. Ratcliffe, USA
(804) 734-2426

Chief/Engineering Design

John D. Figuiaras
(804) 734-1643

Chief/Facilities and Materiel Management

David H. Freedman
(804) 734-3216

Directorate of Systems Automation

Director/Systems Automation

COL Charles E. Evans, USA
(804) 734-1951

Chief/Systems Management

LTC John N. Stewart, USA
(804) 734-1951

Chief/Systems Support

J. Dolores Klepper
(804) 734-2247

Directorate of Personnel, Training and Administration

Director/Personnel, Training and Administration

LTC Thomas L. Milford, Jr., USA
(804) 734-1242

Chief/Administrative and Services

Charles V. Riddick
(804) 734-4168

Chief/Civilian Personnel

Winfred L. Hasty, III
(804) 734-1333

Chief/Training Office

Willard E. Peet
(804) 734-2310

Chief/Military Personnel Office/Adjutant

CPT Jarvis M. Logan, USA
(804) 734-4816

Special Staff

Chief/Contracting

Crosby H. Johnson
(804) 734-3263

Vet Staff Officer

COL John T. Ervin, USA
(804) 734-2867

Public Affairs Officer

Florence I. Dunn
(804) 734-3060

Inspector General

COL Robert J. Cuthbertson, USA
(804) 734-3437

Chief/Internal Review

Ben E. Mikell
(804) 734-2347

General Counsel

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Equal Employment Manager/Equal Opportunity Officer

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Joint Technical Staff, Army Rep/Natick R & D Center

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(617) 651-4921

TSA Defense Personnel Support Center Liaison Officer

MAJ Thomas C. Fisher, USA
(215) 952-4252

U.S. Army Troop Support Agency

TSA BUYING PROCEDURES

National and regional brand name items sold in Army commissaries are selected at the Commissary Region level, based on criteria established by the individual Regions. Vendors desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the Regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Specification items such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

All other items, to include national, regional and local brands, which are not available from DPSC's Supply Bulletins or competitive contracts, are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with vendors who have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

SOUTHEAST COMMISSARY REGION

(SECOR)

Ft. Lee, VA 23801-6025
(804) 734-4666

Director

Cecil E. Saunders
(804) 734-4492

Deputy Director

Cecil J. Boggs, Jr.
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Chief/Inventory Management Division

Donna H. Suyes
(804) 734-4910

Chief/Resource Management Division

Mary Atwater
(804) 734-2234

Chief/Accounting Branch

Christine Clark
(804) 734-2297

Chief/Contracting Division

(Vacant)
(804) 734-3834

Chief/Management Information Systems Division

Herb Funk, Jr.
(804) 734-4463

Chief/Operations Division

Scott Simpson
(804) 734-1166

Chief/Operations & Services Branch

Tom Kiefer
(804) 734-3448

Chief/Meat, Produce Op Branch

Leroy Anderson
(804) 734-2236

NORTHEAST COMMISSARY REGION

(NECOR)

Fort George G. Meade, MD 20755-5000
(301) 677-5689

Director

Roy H. Ballinger
(301) 677-4932/5689

Deputy Director

Jacques B. Loraine, Jr.
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Chief/Resource Management Division

B. Verrier
(301) 677-5415

Chief/Accounting Branch

Steven J. Sharpeta
(301) 677-4775

Chief/Meat, Produce Op Branch

A. Valdez
(301) 677-4958

Chief/Contracting Division

Lavern S. Goddard
(301) 677-4411

Chief/Management Information Systems Division

Chester R. Schmidt
(301) 677-5462

Chief/Operations Division

Brian C. Hood
(301) 677-4958

Acting Chief/Inventory Management Division

Pamela J. Pervier
(301) 677-5337

Acting Chief/Operations & Services Branch

A. Valdez
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MIDWEST COMMISSARY REGION

(MWCOR)

Fort Sam Houston, TX 78234-5000
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Director

William D. Smith
(512) 221-5684

Deputy Director

Ronald E. Renaud
(512) 221-6190

Chief/Contracting Division

James A. Flaksa, Sr.
(512) 221-5280

Chief/Resource Management

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Chief/Accounting Branch

Gerald J. Jendrusch
(512) 221-6195

Chief/Management Information Systems Division

J. Roberts
(512) 221-5398

U.S. Army Troop Support Agency

MIDWEST COMMISSARY REGION

(MWCOR continued)

Chief/Operations Division
P. J. Davidson
(512) 221-6488

Chief/Operations & Services Branch
MAJ Robert L. Ward, USA
(512) 221-6793

Chief/Inventory Management Division
(Vacant)
(512) 221-6496

Chief/Meat, Produce Op Branch
Sumner Cohen
(512) 221-3784

WESTERN COMMISSARY REGION

(WCOR)

Fort Lewis, WA 98433
Phone: (206) 967-3364

Commander
COL Oran F. McLemore, USA
(206) 968-3364

Chief/Resource Management Division
Marie Holloway
(206) 967-4572

Chief/Operations Division
Delmar V. Craig
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Deputy to the Commander
John D. Rose
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Chief/Contracting Division
Roger R. Kubik
(206) 967-4660

Chief/Operations & Services Branch
J. Thomas
(206) 967-2554

Chief/Inventory Management Div.
Margaret C. Dehaven
(206) 967-5352

Chief/Management Information Systems Division
John E. Murray
(206) 967-3671

Chief/Meat, Produce Op Branch
D. Tsugio Sakuma
(206) 967-2554

EUROPEAN COMMISSARY REGION

(EURCOR)

APO New York 09052
Zweibruecken, Germany
Phone: Zweibruecken Military—(06332-86 + extension)

Commander
COL Jarrett L. Kenyon, USA
x7192

Chief/Accounting Branch
Raymond Saelens
x13672

Chief, Subsistence Management Branch
David L. Tindall
x8337 or 6585

Deputy to the Commander
Dennis A. Syracuse
x6515

Civilian Personnel Advisor
Janet P. Manov
x7133

Chief/Commissary Operations Division
Edward F. Wenglowski
x6411

Chief/Resource Management Division
Edward L. Froschauer
x6482

Chief/Logistics Management Division
MAJ (P) Charles K. Ford, USA
x7189

Chief Management Info. Systems Division
Ernest W. Von Kauffmann
x8369

TSA 1985 SALES PROMOTION CALENDAR

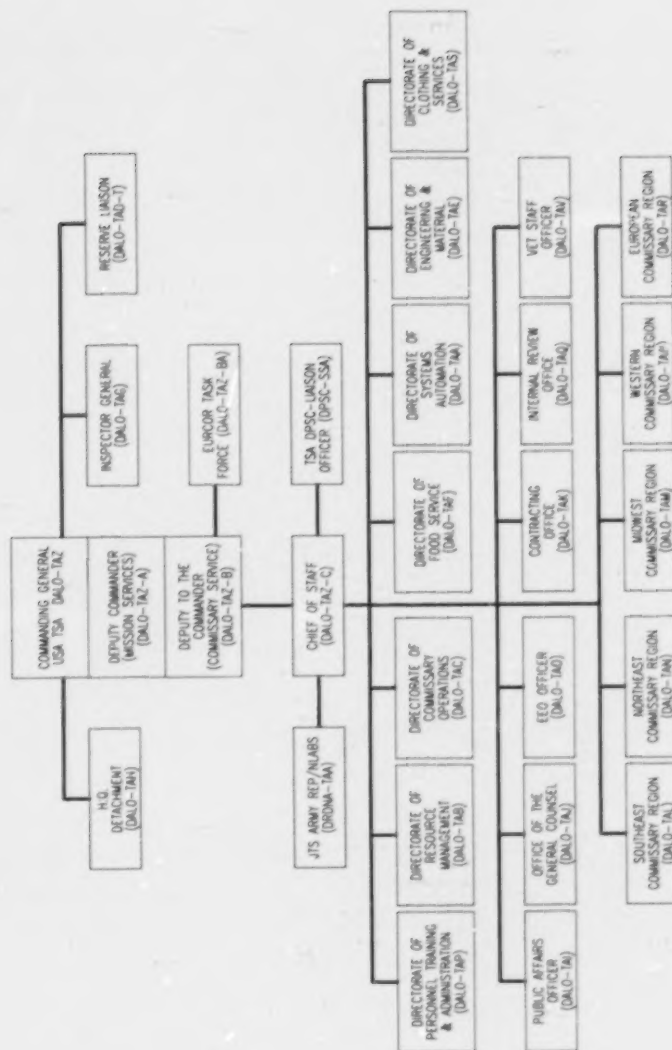
Month	Event
January	Best Deal in Town Sale
April	Spring Festival '85 Sale
July	Red, White & Blue Sale
October	Saleabration Sale

SALES BY DEPARTMENT FY80-FY84*

Department	FY80	FY81	FY82	FY83	FY84*
Grocery	\$ 991,746,296	\$1,086,715,268	\$1,151,424,429	\$1,216,401,995	\$629,035,916
Meat	257,653,236	274,544,491	281,939,767	273,193,907	131,283,575
Produce	57,799,913	64,971,540	67,920,681	65,660,654	33,514,613
Total	\$1,307,199,445	\$1,426,241,299	\$1,501,284,877	\$1,555,256,556	\$793,834,104

*Sales figures for FY84 include 1st and 2nd quarters only.

U.S. ARMY TROOP SUPPORT AGENCY



U.S. COAST GUARD (FINANCIAL RESALE SYSTEMS DIVISION)

Commander (G-FRS), U.S. Coast Guard, Washington, D.C. 20593

Phone: (202) 755-9490

Chief, Financial Resale Systems Division: Commander Jack Voden, USCG



CDR Voden

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Assistant Chief, Financial Resale Systems
Division
Mark E. Carscallen
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Program Analyst
Ralph J. Driscoll
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BUYING PROCEDURES

The Coast Guard Resale System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity (NAFA) administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price,

and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins.

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Is-

land, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Financial Resale Systems Division provides support to Coast Guard appropriated fund uniform stores.

NONAPPROPRIATED FUND ACTIVITIES & NAFA OFFICERS

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
LT Ted Montgomery, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
LTJG Jim Lucier, USCG
(617) 223-3373

USCG Base
259 High Street
South Portland, ME 04106
CWO Jim Ager, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Charles McCarthy, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO Terry Krutzler, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Ed Reecely, USCG
(919) 338-3941/ext. 471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO Ed Ampomin, USCG
(804) 483-8612

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
Mr. T. Cruz
(809) 725-5671

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Tom Ballard, USCG
(813) 893-3454

USCG Air Station Borinquen
Aquadilla, PR 00604
Ms P. Mercado
(809) 890-3127

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO John Sparrow, USCG
(305) 672-7443

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Earl Hutchins, USCG
(305) 681-3591

U.S. Coast Guard (Financial Resale Systems Division)

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickweedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District 703 Eagler Street Cleveland, OH 44115 CWO Steve Prather, USCG (216) 522-4436	USCG Air Station Traverse City, MI 49684 LT Mark Benjamin, USCG (616) 946-4650
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Thirteenth Coast Guard District

USCG Support Center 1519 Alaska Way South Seattle, WA 98134 CWO William Holt, USCG (206) 442-4371	USCG Group Astoria Box 950, Route 1 Warrenton, OR 97146 CWO Donald Nolan, USCG (503) 325-4120	USCG Air Station 2000 Connecticut Avenue North Bend, OR 97459 CWO Michael Smell, USCG (503) 756-4141	USCG Air Station Port Angeles, WA 99362 LT Steve Healow, USCG (206) 457-4401/ext. 264
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Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LT Larry Nelson, USCG
(808) 546-7188

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT Ronald Johnson, USCG
(907) 487-5353

Headquarters Units

USCG Academy New London, CT 06320 LT John Kress, USCG (203) 444-8444/ext. 540	USCG TRACEN Petaluma Petaluma, CA 94952 CWO Randy Fitchen, USCG (707) 778-2304	USCG Reserve Training Center Yorktown, VA 23690 LT Jerry Lecato, USCG FTS 827-2011
USCG ATC Mobile Mobile, AL 36608 LTJG John ("Randy") Ryan, USCG (205) 534-9319		USCG Training Center Alameda, CA 94501 CWO Bill O'Boyle, USCG (415) 273-6181

Coast Guard Commissary Stores

USCG Support Center Bldg. 680 Governors Island New York, NY 10004 Manager: Bob Usiak (212) 668-7348/3425 FY83 Sales: \$2,629,782	USCG Support Center P.O. Box 14 Kodiak, AK 99619 Manager: CWO Al Haven, USCG (907) 487-5209 FY83 Sales: \$2,426,000
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(Sales exclude troop issue)

U.S. COAST GUARD NAFA SALES FY80-FY83

NAF Activity	FY80	FY81	FY82	FY83
Exchanges	\$46,733,000	\$49,800,000	\$49,824,000	\$ 55,000,000
Clubs	5,467,000	5,500,000	4,950,000	2,500,000
Package Stores	15,327,000	16,400,000	16,550,000	17,000,000
Grocery Stores	21,300,000	21,500,000	22,400,000	22,000,000
Direct Vending/Services	—	—	—	9,800,000
Totals	\$88,827,000	\$93,200,000	\$93,724,000	\$106,300,000

Note: Direct vending and services sales data for FY80-FY82 is excluded for summary purposes.

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT SECTION)

Commandant (G-FPS-2)

U.S. Coast Guard, Washington, D.C. 20593

Phone: (202) 755-4154

Chief, Subsistence Management Section: LT T. A. Holloman, USCG



LT Holloman

SUBSISTENCE MANAGEMENT SECTION (PERSONAL SUPPORT DIVISION)

Chief

LT Theodore A. Holloman, USCG
(202) 755-4154

Assistant Chief

CWO Opry Malonzo, USCG
(202) 755-4154

Coast Guard Dining Facility Analyst

SSCS Leo Cachuela, USCG
(202) 755-4154

Coast Guard Dining Facility Analyst

SSCS William Fuller, USCG
(202) 755-4154

BUYING PROCEDURES

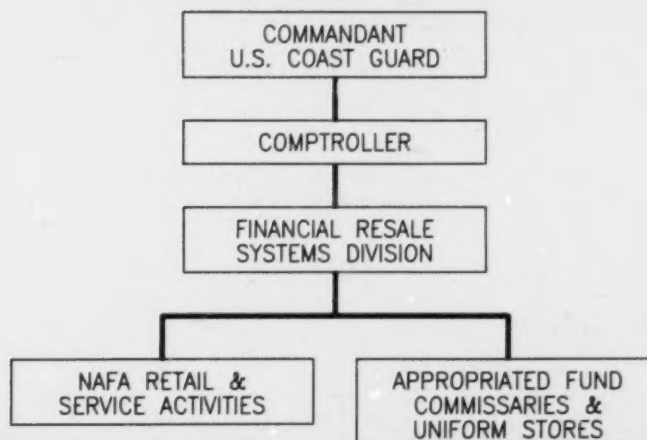
The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast

Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through

that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT SECTION)



U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg., Room 672
1300 Wilson Blvd., Arlington (Rosslyn), VA
Mailing Address: Hqtrs., U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (202) 694-8616



LTGen. Crist



BGen. Sheridan



LtCol. Lewis

COMMISSARY SERVICE BRANCH Key Personnel

Deputy Chief of Staff for Installations and Logistics

LtGen George B. Crist, USMC
(202) 694-2755

Director, Facilities and Services Division

BGen Michael K. Sheridan, USMC
(202) 694-2588

Acting Head, Services Branch

LtCol Babre Lewis, USMC
(202) 694-2571

BUYING PROCEDURES

Vendors who are interested in marketing their products in Marine Corps commissary stores are encouraged to contact the East and West Coast Commissary Complex offices and each individual commissary store. Purchasing of authorized items is based

upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissary stores for consideration.

Sales Promotions: Marine Corps com-

missaries are prepared to avail themselves of all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

WEST COAST COMMISSARY COMPLEX Distribution Center And Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Joseph (Rocky) Jones
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat
Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Charlie Rice
(602) 726-2245

Commissary Store
Marine Corps Air Station (Iwakuni,
Japan)
FPO Seattle 98764
Manager: Liasandro M. Gomez
O/S Operator: (0827) 21-4171

EAST COAST COMMISSARY COMPLEX Distribution Center And Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Mary S. Wood
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Jim Gibb
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Alan Jones
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Phil Recchia
(919) 447-2061

INDEPENDENT COMMISSARY STORES

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Development & Education
Command
Quantico, VA 22134
Manager: Arnold Glaz
(703) 640-2476

U.S. Marine Corps (Commissary Service Branch)

SALES BY DEPARTMENT MARINE CORPS COMMISSARIES FY81-FY84*

Department	FY81	FY82	FY83	FY84*
Grocery	\$ 88,695,675	\$ 92,897,690	\$ 98,663,072	\$ 56,069,325
Meat	25,170,393	26,362,858	26,719,205	13,999,112
Produce	5,992,950	6,276,872	7,474,410	4,138,155
Total	\$119,859,018	\$125,537,420	\$132,861,687	\$ 74,206,592

*First six months of FY84 (October-March).

SALES/INFLATION RATE COMPARISON MARINE CORPS COMMISSARIES (\$ in millions)

FY	Sales	% Increase	WPI*
76	\$ 82.4	—	-4.7%
77	86.4	4.9	6.4
78	92.8	7.4	12.1
79	100.8	8.6	7.0
80	108.0	7.1	12.0
81	119.9	11.0	-2.5
82	125.5	4.7	2.5
83	132.8	5.8	-.16

*Wholesale Price Index, Bureau of Labor Statistics, Table 9—All Foods.



Helping to Preserve
the Military Resale System

U.S. MARINE CORPS (EXCHANGE SERVICE BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA

Mailing Address: Marine Corps Exchange Service

P.O. Box 1834, Quantico, VA 22134

Phone: (703) 640-6156

Head: Colonel W. R. Irwin, USMC



Col. Irwin



Carl Land

EXCHANGE SERVICE BRANCH KEY PERSONNEL

Head

Col. William R. Irwin, USMC
(703) 640-6156

Assistant Head

Carl E. Land
(703) 640-6156

Operations Officer

Irv Feinberg
(703) 640-6156

Chief Auditor

Eugene W. Houser
(703) 640-6156

Personnel Officer

Anthony Parrish
(703) 640-6156

Controller

Devon Mogan
(703) 640-6156

Administration Officer

Raymond J. Glodowski
(703) 640-6156

Data Processing Manager

Vic Culp
(703) 640-6156

BUYING PROCEDURES

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is

based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

EXCHANGE STORES & MANAGERS—DOMESTIC

Marine Corps Base
Camp Pendleton, CA 92055-5003
Lt. Col. Ben W. King, USMC
(619) 725-6233

Marine Corps Base
Camp Lejeune, NC 28542-5003
Maj. Dorsey Robinson, USMC
(919) 451-2481

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Ken W. Lewis
(714) 551-6532

Marine Corps Development and Education
Command
Quantico, VA 22134-0229
Lt. Col. Thomas Loughlin, USMC
(703) 640-7171

Marine Corps Recruit Depot
San Diego, CA 92140-5003
Jerry Falco
(619) 297-2500

Marine Corps Recruit Depot
Parris Island, SC 29905-5003
Maj. Gerald Schoppe, USMC
(803) 525-3301

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
Capt. Ralph Diaz, USMC
(619) 368-6163

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Ace P. LaPorte, USMC
(919) 447-4223

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22214-5003
Chuck H. Stockburger
(703) 979-8420

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Walter Gillies, USMC
(602) 726-2363

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23511-5003
Robert C. Roher
(804) 423-1187

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Pat J. Stokes, USMC
(912) 888-6801

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Mike Olson, USMC
(619) 256-0212

USMC EXCHANGE STORES—OVERSEAS

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Capt. Mike B. Hayes, USMC
(808) 257-2111

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
Capt. Tom L'Huillier, USMC
O/S Operator: 087-21-4171

Marine Barracks, Box 32
Guantanamo Bay, Cuba
FPO New York 09593-9000
Lt. William Ward, USMC
O/S Operator: 2570

Marine Barracks
Panama
FPO Miami 34061-9000
Herman J. Rijfkoogel
O/S Operator: 84-5374

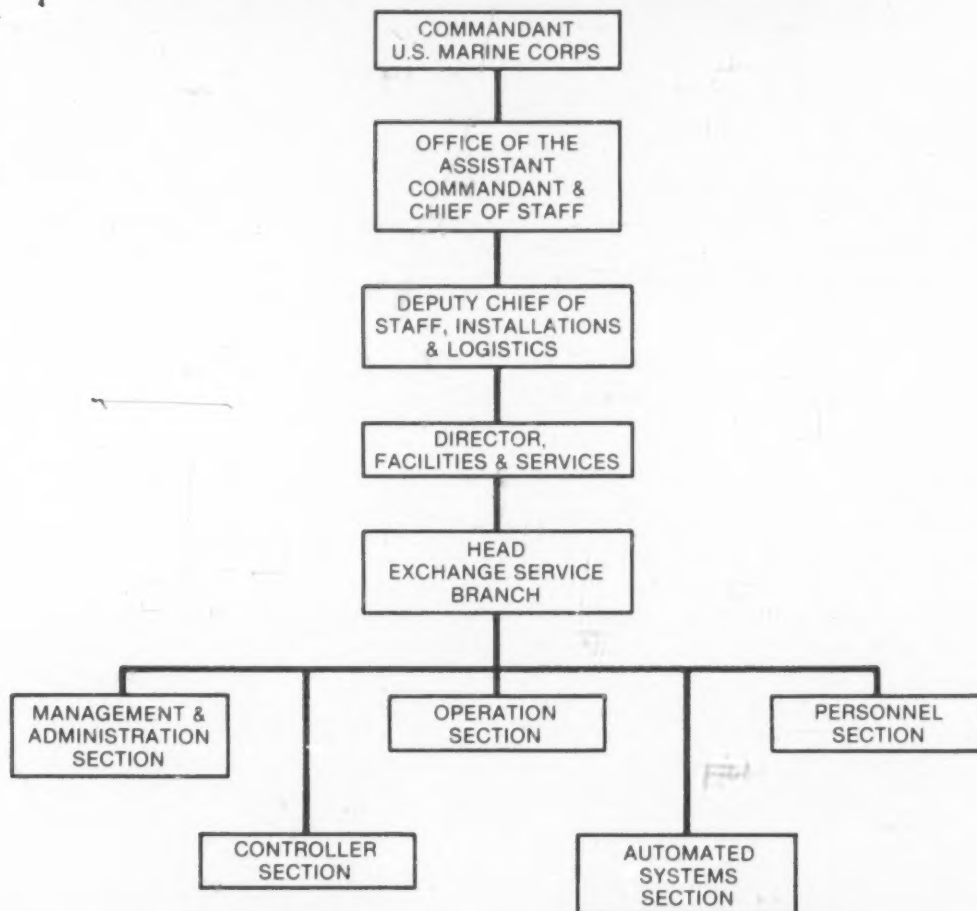
U.S. Marine Corps (Exchange Service Branch)

1985 MARINE EXCHANGE SALES PROMOTION EVENTS

Dates	Event/Theme
February 9-14	Valentine's Day Sale
February 14-18	Washington's Birthday Sale
April 4-7	Easter Sale
August 14-31	Back-to-School Sale
September 13-18	88th Annual Anniversary Sale
November 25-28	Thanksgiving Sale
December	Christmas Sales

Note: Dates are approximate and may vary by location. Sales promotions are not controlled by Headquarters Marine Corps except for the Annual Anniversary Sale, scheduled mid-September each year.

U.S. MARINE CORPS EXCHANGE SERVICE BRANCH



VETERANS CANTEEN SERVICE (VCS)

Central Office (133)

Veterans Administration

810 Vermont Avenue, N.W.

Washington, D.C. 20240

Phone: (202) 376-8133

Director: Richard E. Percival



Richard Percival



Dr. Robert Leyton

CENTRAL OFFICE HEADQUARTERS

Director

Richard E. Percival
(202) 376-8133

Deputy Director for Operations

Dr. Robert A. Leyton
(202) 376-8133

Deputy Director for Administration

(Vacant)
(202) 376-8133

MERCHANDISE DIVISION & BUYERS

Chief, Merchandise Division

Neil C. Whittle
(202) 376-8140

Assistant Chief, Merchandise Division/Buyer for Men's Clothing

Russell Bouck
(202) 376-8141

Buyer for Toiletries/Fragrances and Ladies Clothing

Ellen K. Hennessy
(202) 376-8142

Buyer for Tobacco and Equipment

Gwendolyn F. Smith
(202) 376-8142

Buyer for Candy/Sundries

David W. Sorensen
(202) 376-8142

VCS BUYING PROCEDURES

The majority of retail Veterans Canteen Service procurement is handled from its Washington, D.C.-based central office. Vendors are prohibited from calling on canteens at VA Medical Centers. The procurement process at VCS Central Office has proved both effective and simple. Vendors work with Merchandise Division buyers to negotiate item and terms.

Merchandise Committee meetings are

held weekly; at that time merchandise selection, additions or deletions of sources, policy matters, etc., are determined. When an agreement is reached, a Purchase Order-Price Agreement List (PO-PAL) is issued which sets forth terms, cost and retail selling price of each item. This PO-PAL is sent to each canteen in the system.

The Canteen Chiefs select items for their individual canteens. Certain basic items,

which are contained in the VCS Basic Merchandise List, are required to be stocked. Beyond that, it is a personalized selection process with attention paid to local or regional tastes or needs.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS FIELD OFFICES & FINANCE CENTER

Atlanta Field Office

Veterans Canteen Service
Field Office (780/133)
Veterans Administration
730 Peachtree Street, N.E.
Atlanta, GA 30365

Field Director: Robert Mantica
Responsible for 57 canteens

Denver Field Office (778/133)

Veterans Canteen Service Field Office
Denver Federal Center
Post Office Box 25345
Denver, CO 80225

Field Director: Charles Freneau
Responsible for 57 canteens

Veterans Canteen Service **Finance Center**
Federal Building
405 S. Tucker Boulevard
St. Louis, MO 63101

Director: Art Austermann

Assistant Director: Paul Freiert

Somerville Field Office (781/133)

Veterans Canteen Service Field Office
Veterans Administration Supply Depot
Somerville, NJ 08876

Field Director: Robert J. Alger
Responsible for 56 canteens

VCS SALES PROMOTIONS

VCS BIRTHDAY SALE

Each year VCS celebrates its founding—by saying "Thank you" to all its customers. This is done through the annual Birthday Sale. It is more than just a sale—it is a morale booster for VA patients.

The sale has a theme—one year the circus, another the West, yet another baseball. Special foods and prices are offered in the canteen cafeterias. Retail store employees get into the spirit and dress up as characters compatible with the theme. The 1984 sale, which celebrated VCS's 38th Birthday, was held July 31, August 1 and 2. America's Olympic athletes were honored with a USA '84 theme. Retail stores were

decked out in red, white and blue, with banners and pictures portraying American athletes. Most employees wore patriotic colors and all wore specially-ordered athletic visor caps, with the USA '84 logo on them. Special merchandise featuring outstanding consumer values made for a winning atmosphere.

Not one to be left behind at the starting line, VCS food service generated its own excitement. In addition to the traditional free slice of Birthday cake, VCS had "state-ly specials," dishes which made a culinary bow to some of the 50 states. These specials included Pennsylvania Potato and Eggs

Scramble at 84¢, Iowa Corn Fritters with syrup at 38¢, an Alabama Barbequed Chicken Luncheon at \$1.38, and New York Lentil Soup at 38¢.

Plans for the annual event start in September with most aspects, including food and merchandise selections, completed by January. The theme is usually the one which receives the most votes from Canteen Chiefs, who respond each year to a list of suggestions. This poll, along with recommendations and information from the Chiefs, is part of the annual review in the process of planning VCS' biggest yearly celebration—it's own Birthday.

RED TAG PROGRAM

Special priced merchandise offered for a temporary period of time is known as a Red Tag Special. These promotions may be basic stock, new items or manufacturer's closeouts. The VCS Red Tag Program is

similar to those large chain stores have sometimes called weekend specials, or cents-off promotions. Items sold at a Red Tag Special price have a red label attached. The maximum time normally allowed for

promotion of an item is up to ten days, although shorter periods are encouraged.

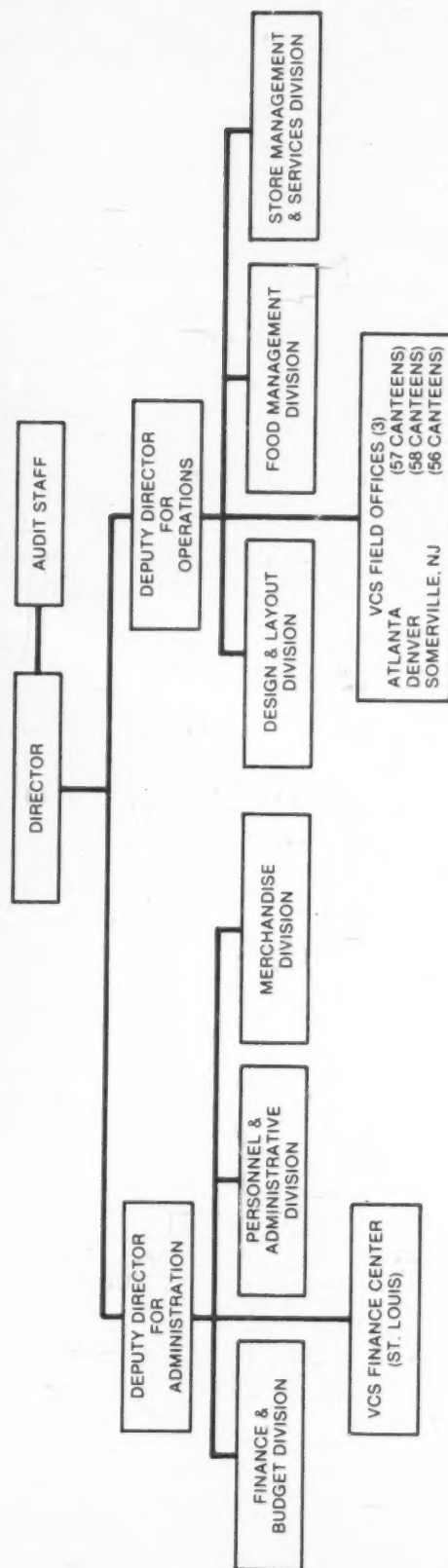
The Red Tag sales can best be described as "Savings" to VCS customers.

VCS SALES BY DEPARTMENT
FY80-FY84*

Department	FY81	FY82	FY83	FY84*
Retail	\$ 96,857,374	\$100,480,853	\$105,998,479	\$ 79,868,404
Manual Food (Cafeteria)	44,371,229	48,199,514	50,897,002	40,909,854
Automatic Food	6,482,722	6,458,345	6,722,732	5,251,338
Automatic Beverage	10,068,976	10,583,697	11,246,182	8,804,837
Service Departments	4,449,586	4,549,295	4,673,300	3,461,629
Total	\$162,229,888	\$170,271,703	\$179,537,695	\$138,296,062

*First 9 months.

VETERANS CANTEEN SERVICE



INDEX TO MILITARY RESALE PROFESSIONALS

This index is designed to help you quickly locate *all* professionals listed with the military and government resale or support agencies between pages 164-224. Key DoD officials included in the "Who's Who in the Military Market" (see pages 156-157) may also be found in this index. If you know someone's name but have little or no idea of their organization affiliation simply locate the name in the alphabetical sequence, reference the page (in **bold face** type) and column (in light type) to the immediate right of the name, and turn to the appropriate page.

Name	Page/Col.	Name	Page/Col.	Name	Page/Col.	Name	Page/Col.
Aaronson, LCDR Brian D.	205/3	Bogart, CDR James	205/3	Cockrell, Marion A.	177/3	Ervin, COL John T.	211/3
Acampora, Anthony	204/1	Boggio, Maria	173/2	Cohen, Sumner	213/2	Evans, COL Charles E.	211/2
Adams, CDR Roy	205/2	Boggs, Jr., Cecil J.	212/1	Coleman, Ray	186/1	Evans, CAPT Steven H.	197/1
Adkins, Pat	174/2	Bonner, COL B. J.	185/2	Coll, Thomas J.	189/2	Fabbri, Richard	192/1
Adler, Bill	202/2	Booth, Karen	164/3	Coltrain, Avis	172/3	Fahy, Mike	201/3
Ager, CWO Jim	215/3	Borello, Thomas	204/2	Conley, Cloyd	191/2	Falco, Jerry	220/2
Akers, Jr., CAPT John R.	205/2	Botwinick, Ronnie	201/1	Connolly, MajGen. Joseph	185/1	Fanning, George	211/2
Akridge, John	173/2	Bouck, Russell	222/1	Contrino, Charles	204/3	Faucher, Raymond E.	175/4
Alger, Robert J.	222/3	Boyce, Cathy	202/2	Cook, Bill	201/2	Faucher, Roland	173/1
Alix, COL Richard R.	190/2	Boyle, Flora	204/3	Cooper, Mike	173/3	Faulkner, Lou	172/3
Alkire, B Gen. M. Gary	156/1	Boyle, J. M.	189/2	Corbett, John	201/3	Fear, R.	188/3
	164/1	Bracken, Lara	172/1	Costalas, Virginia	203/2	Feinberg, Inv	220/2
Allen, Ferrin L.	186/2	Brady, LTC John	192/1	Cox, Jere M.	173/2	Feuer, Paul H.	197/2
Allen, Jack	177/1	Braukovich, LTC Catherine	192/2	Craig, Delmar V.	213/3	Fieldman, S. P.	187/2
Allen, Linda	174/2	Breland, Rod	174/2	Crane, Judy	172/2	Figuieras, John D.	211/2
Allen, R. G.	204/2	Brett, Al	201/1	Cresanti, Samuel E.	165/1	Finical, Robert	165/3
Alleva, Ronald J.	172/3	Brickweede, CWO Robert	216	Crichlow, Patricia	204/1	Fink, Col. Richard	195/2
Allison, Jean	173/2	Bridwell, CAPT D. L.	189/1	Crist, LtGen. George B.	156/2	Finkel, Col. Robert E.	171/3
Allred, Carroll	164/3	Brinick, Barbara	174/2		218/1	Fischer, LtCol. John R.	189/3
Ampomin, CWO Ed.	215	Brinton, J. R.	189/3	Cross, Col Richard W.	190/3	Fisher, MAJ Thomas C.	211/3
Anderson, Col. Charles E.	195/3	Bristone, John	204/2	Crouter, Col. John E.	189/4	Fistori, A. J.	189/1
Anderson, Jimmie	172/3	Brockington, Merle	174/1	Cruz, T.	215/1	Fitcher, CWO Randy	216
Anderson, Leroy	212/3	Brown, Eula	171/3	Cucciniello, John	204/2	Fitzgerald, Edmond S.	175/3
Andrews, Ann P.	211/1	Brown, Col. Gene L.	187/2	Culley, Henry	172/1	Fitzgerald, E. J.	187/3
Archie, Col. Julius C.	190/3	Brown, Sharon	171/2	Culp, Vic	220/4	Fitzgerald, Kathleen	190/1
Arlack, COL Kenneth	188/1	Brown LtCol. Thomas	192/3	Cummingham, LtCol. J. A.	189/3	Fitzgerald, Richard J.	190/2
Arner, Jerry	197/1	Bruner, R. G.	185/3	Cunningham, Michael R.	175/4	Flakes, CDR Donald	197/3
Arthurs, Lorraine	174/1	Bryan, Col. Jack B.	188/1	Cuthbertson, COL Robert J.	211/3	Flaksa, Sr., James A.	212/2
Atcheson, Marshall J.	164/1	Bryant, LTC Joseph A.	192/1	Dahl, Edmund	197/3	Flaliolia, Vincent	191/4
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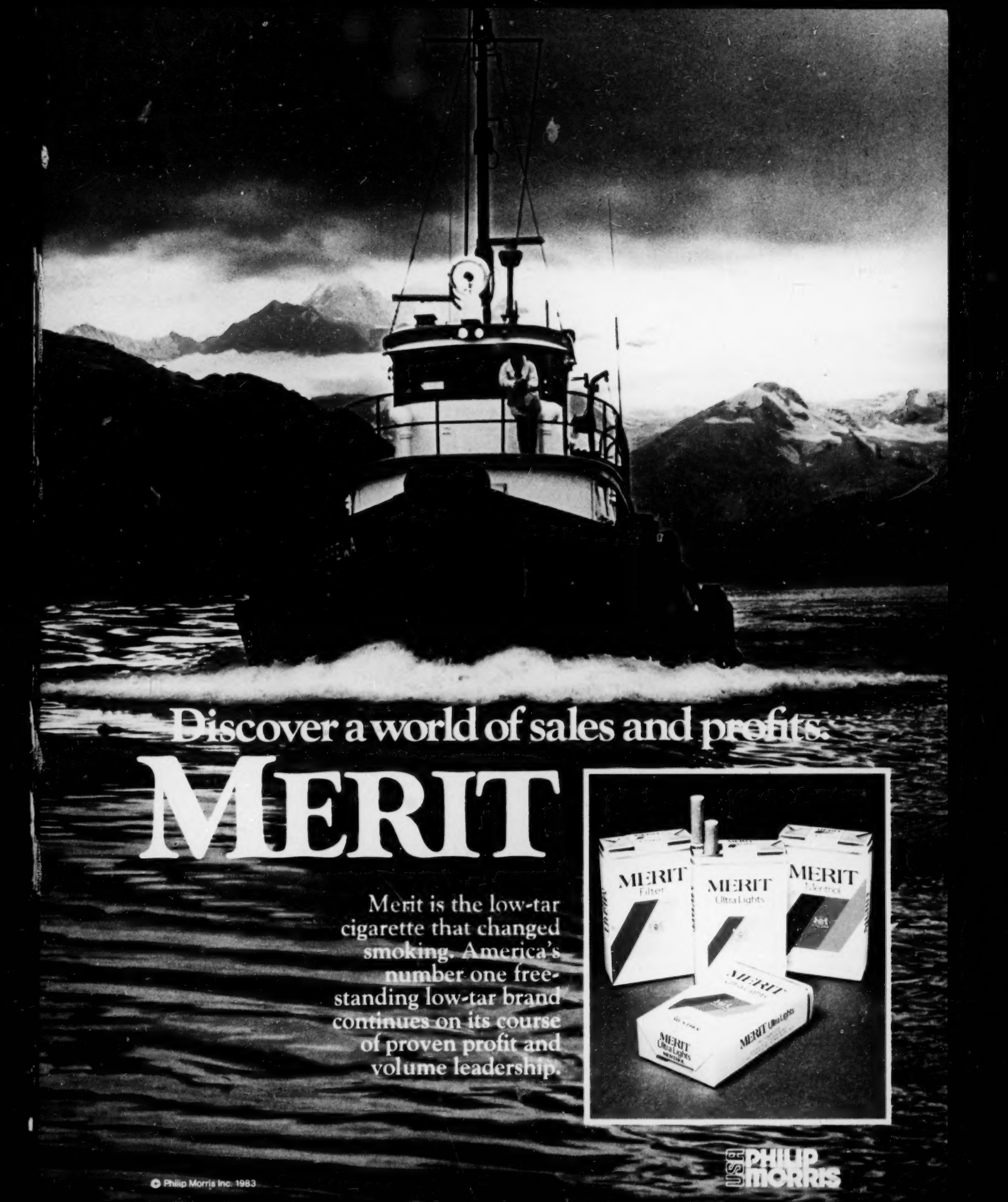
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